

JANUARY 23, 1954

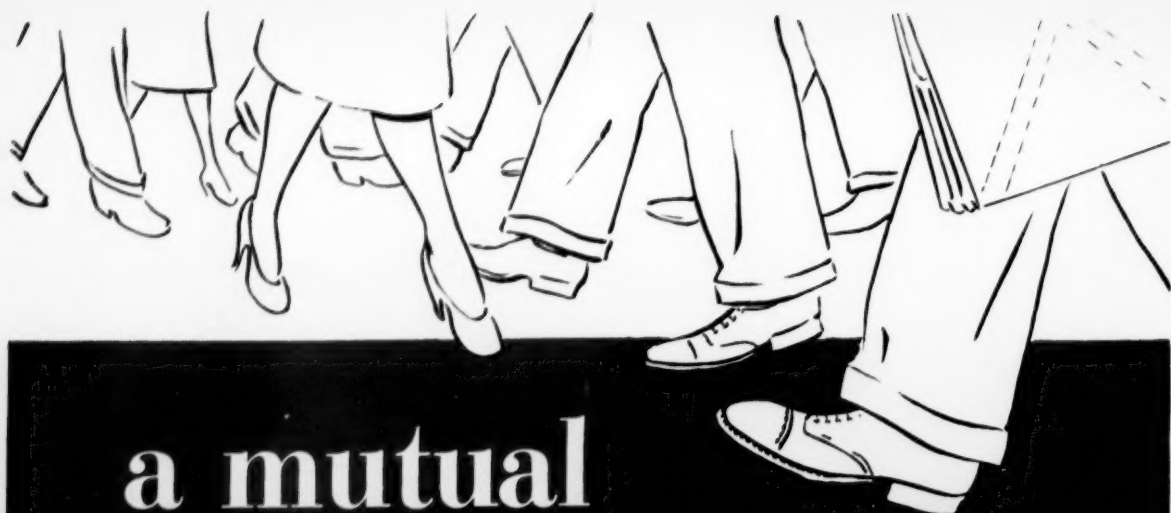
# LEATHER AND SHOES

*The Magazine for Executives*

## MILWAUKEE TANNING SYMPOSIUM

- Retanning Chrome Leather
- Tanning—From Art To Science
- New Fatliquoring Approaches
- Retanning Side Leather
- Changes In The Beamhouse
- Effects of Green Fleshing

*And a score of other top news stories*



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# LISTEN TO THIS!

**Jingle town.** The Foot Caress Shoe Co., Ripley, Miss., recently paid off its employes in silver dollars to give merchants and citizens an idea of what the payroll means to the area. The result: the county was flooded with exchange of some 7,000 of the "cartwheels."

**Still plenty to go.** In 1939, private debts of Americans amounted to \$125 millions. National income was \$72 millions. Debt was 75 percent more than income. Today, private debt is around \$295 millions—but national income is about the same. Debt could climb to \$500 millions before reaching 1939 level, relative to income.

**Curse of an aching arch.** The American public spend \$39 million a year for foot products to relieve aching dogs. That's more than is spent for baby oils and powders, or mouth-washes, or adhesive bandages.



**PRIMA'S AWARD WINNER:** A convertible pattern by Prima Footwear, Inc., which won first prize in the shoe industry, for versatility in design and use, in the annual Hess Brothers (Allentown, Pa., department store) Award contest. The shoe, one of the Cover Girl line, can be worn as a pump, matching strap, or contrasting strap—a three-in-one shoe.

**Monsters of the deep.** Danish tanners are reported making leather out of the skin of the big, ugly wolf fish or otarie, which frequents Greenland waters. The skin is tough, but is reported to make ideal luggage and other leathers requiring rugged durability.

**Walking on water.** A recent invention is a rubber sack filled with fluid, and used for an arch support inserted in shoes. Sounds like a squish dish.

**Men with bags.** In Japan, a large majority of the males in cities carry briefcases—moreso than in any other country in the world. It's supposed to be a mark of business and social prestige.

**He who hollers loudest.** William Hesketh Lever, who built the world industrial empire known as Lever Brothers, had an advertising or sales motto that went like this:

If you whisper down a well  
About the goods  
you have to sell,  
You will not make  
as many dollars  
As he who climbs a tree  
and hollers.

## LEATHER AND SHOES

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## Can We Have Stabilized Prices And At The Same Time Have A Truly Progressive Economy?

The Shoe And Leather Industry's Plea  
For "Stability" Is More Dream Than Reality

**W**E have been hearing more and more frequently about the need for "stability" of hide and leather prices, and even of shoe prices. This has disturbed us.

First, because we believe any such stability is impossible to achieve and maintain.

Second, because we believe that any such stability is an undesirable and detrimental force.

To put it more simply and bluntly: price stability of any commodity is bad for the industry, the consumer, the country.

Let's get at the roots. How is any price stability achieved? The only possible way is through direct control to see that there is no deviation from the established level of stability. This, obviously, means government control. When you have government control of prices of any commodity, product or service you have socialism. There are always "stabilized" prices in places like Russia or pre-war Italy and Germany, or in Soviet satellite countries.

**There is another way** that prices can be "stabilized." The majority of producers of a commodity can get together with a tacit "understanding" about prices holding at a stipulated level. This, of course, is in legal restraint of trade, and the government bares the teeth of the Sherman anti-trust laws when it occurs.

From a practical or legal standpoint, therefore, price stability isn't feasible within a free economy. It can be accomplished only by government control or illicit agreements, neither of which belongs to the American economy.

But wouldn't stabilized prices benefit business and the consumer? For example, it's claimed that if hide and

skin prices were stabilized we would have stabilized leather prices. The tanner and shoe manufacturer and retailer all would be able to plan ahead with confidence and buy in larger lots substantially ahead because there'd be no fear of getting stuck if prices went down.

Yes, it's true that that kind of buying confidence might prevail. The only thing is that to obtain that confidence a fancy price might have to be paid.

**For example,** butter is relatively "stabilized" by virtue of government supports. The housewife pays a price far above what she'd pay if butter were on a free market competing with margarine. She not only pays higher-than-necessary prices for butter, but pays again in taxes to support those high butter prices.

Thus we have "stabilized" prices that keep the butter producers happy—and the housewife pays the extra freight. From the consumer standpoint the stabilized prices leave a burn from the backfire.

The economic success of this country is, of course, unprecedented in all history. Everyone knows that it was achieved by virtue of the "system." The system says simply that when the market is slow and the stuff you make is hard to sell, your prices go down. And when the market is fast and the demand greater than the flow of supply, the prices rise. But usually everything else—including wages and income and the ability to buy—rises with it because there is corresponding demand for labor to make and sell the stuff.

**It's a nice system** of balances and counter-balances. But over the long haul something wonderful happens as

a result of the system. The methods of production become more efficient; new materials and techniques enter the picture; research builds know-how; competition builds new ideas, products. As a result of this constant turnover we find the product constantly improving—and the prices, relative to consumer incomes, going down. The consumer is able to buy more and more. The standard of living keeps rising.

All this takes place with "unstabilized" prices. The markets remain free, uncontrolled. Prices are allowed to have all their normal fluctuations. And as a result everyone—business, the consumer, the nation—thrives. It's an old American story.

**By contrast,** study the economies of the nations where prices are "stabilized" by government control. Always a dearth of needed goods. And inevitably. Because when you stabilize prices you stabilize wages. You oppress incentives and competition, because if Joe finds a way to make a better mousetrap at lower cost, neither he nor the consumer can benefit because it must sell at the "stabilized price" level. So Joe says the hell with it and keeps the mousetrap in his cellar.


Stability is just a fancier word for stagnation. Whenever you find prolonged stability in any business—whether in regard to prices or otherwise—you've got the ripe signs of a business in a rut. For stability is the opposite of change. You can't have progress unless you have change—unless you upset stability.

Granted, when prices threaten to run hog-wild because of some emergency such as a war period, price stability via controls are warranted. But to ask or hope for price stability in times of peace or normal conditions is to ask for something alien to the American economic way of life.

**It is ironic** that when prices are sliding downhill the buyer wants no "stability" while the producer wants government price props disguised in the name of "stability." And when prices are on the upbeat it's the buyer who cries for "stabilized prices" while the producer howls for a "free market."

All of which proves that there's no stability even to stability itself.

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# news X-Ray

Foreign shoe imports worry New York shoemen . . . Massachusetts tops nation as tanning state . . . Hungarians due for goosepimples . . . Patent a bright spot growing even brighter



**Now New York shoe manufacturers are worried over foreign shoe imports.** Latest complaints over "glut of foreign-made shoes of inferior grade" comes from Assemblyman Richard H. Knauf, Binghamton Republican in address before New York State Assembly. Knauf asked Congress to crack down on shoe imports which are supposedly causing widespread unemployment in triple city area of Binghamton, Endicott and Johnson City.

**Apparently, factories of Endicott-Johnson, which dominate triple city area, are being hit by new wave of imports.** Knauf did not specify foreign origin of shoes but reported flood of foreign-made shoes was causing many shoe workers in area to be laid off.



**Tannery labor figures,** released by Bureau of Labor Statistics and interpreted by New England Shoe and Leather Association, show New England employs fully 31% of nation's leather workers. Report lists some 13,200 workers employed in 216 tanneries located throughout six-state New England area. Entire nation had 42,900 workers.

**Massachusetts still the leading leather state.** Last year, it boasted total of 183 tanneries employing 10,427 production workers. Average weekly wage for these leather workers was \$70.88 over the year.

**Actually, most New England tanneries concentrated in comparatively small Peabody-Salem area.** Latest count shows over 100 tanneries here alone. New Hampshire has another 15 and Maine has nine. Rest scattered over other parts of Massachusetts and other New England states.



**If Hungarian civilians develop goosepimples on their feet next spring, there'll be a good reason for it.** The well-shod Hungarian will be wearing shoes with gooseskin uppers. So says leading Budapest daily.

**Communist-Hungary's state-controlled shoe factories are currently turning out 5,000 pairs of gooseskin shoes for spring consumption.** What's more, they're making up another 10,000 of the skin of turkeys. Either the state ran out of geese or it wants to give the masses another kind of bird.



**One bright spot in spring 1954 leather picture is found in patent leather sales.** Patent tanners on the whole report business to date even better than a year ago when patent producers had their biggest season since comeback began.

**This is natural outcome of patent revival which started several years back.** In 1953 and earlier, patent was used largely on higher-priced high-style women's shoes along with the usual run on children's shoes. But trend toward popular-priced lines became evident last year, is even more obvious this year. By mid-1954, patent tanners expect patent leather to be big item on medium and low-priced women's lines. Peak will probably be reached in 1955.



**Fully nine of every 10 union agreements provide paid holidays.** Labor Department survey of 1,709 current agreements covering six million workers found fully five million or 83% have paid holidays in their contracts. Included are leather and shoe factory production workers.

**All in all,** Labor Department survey covered 27 agreements covering 52,000 workers in leather and leather products manufacturing field. Of these, 100% had paid holiday provisions and all workers were covered by these provisions. Proving, perhaps, that leather and shoe industry is keeping pace, laborwise, with other U. S. industries.

**Japan, one of our best customers in recent years, may be headed for economic crisis.** Reason is Nipponese, who must live by foreign trade, are importing more than they export, getting deeper into the red by the day.

**U. S. largely responsible for the situation, albeit unknowingly.** Japanese were lured by large amounts of American money which began flowing into their country shortly after V-J Day, began buying great quantities of needed materials, including hides, while exports lagged. Korean War gave Japanese another booster when needed. But day of reckoning looms again.



*Shoe store customers survey shows...*



## *Lawrence* GUN METAL *often mistaken for calf*

*Place:* A typical American city. *Result:* Shoe store customers interviewed actually liked Lawrence GUN METAL as well or better than they do higher-priced calf. In fact, it was the one leather often mistaken for higher-priced calfskin.

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# LEATHER AND SHOES



*The Magazine for Executives*

## THE GOOD OLD DAYS?

### How Tanning Developed From An Art To A Science

In The Old Days A Good Tanner Relied  
Chiefly On "Feel, Taste And Spit"

By August C. Orthmann  
The Orthmann Laboratories, Inc.

In the "old days" of tanning, what were some of the common problems in making leather? And how did the old-timers handle them?

This being the subject of Orthmann's talk, he contacted 25 selected old-time tanners and asked them to tell about some of the leather-making problems and "solutions" of the past.

In the old days, practically every difficulty or damage was laid to hides or skins. Yet, in 99 percent of the cases *poor leather was never made*. It was *all* sold at a profit!

The largest complaint was that many hides and skins were hair slippy, especially country hides and skins, and often butchers, because in the old days many skins were picked up by collectors who would often wait for a day or two before salting them down. Thus, the buyer would carefully look over each skin before they were paid for.

Dried hides and skins particularly caused an awful lot of trouble in that they would form "balloons" when soaked, because centers particularly were rotted, due to improper drying.

In neither case could the tanner correct such a condition, in tanning or in finishing. All he could do was to charge the mess to expense.

Talk delivered at the Tanning Symposium, Milwaukee, January 16.

**Beamhouse.** Here, by far, the largest number of complaints were for loose and flanky leather. This was caused in different ways. Most blamed the hides and skins, some the tannage, others the beamhouse treatment.

The usual condition is the contradictory "cure" that was applied. In some cases the soaking and washing of the hides was curtailed, in others the time and amount of water was

increased. In each instance the condition was cured.

Liming also came in for its share. Practically all used quick lime in large lump form. Much of this was Dolomite, a mixture of calcium and magnesium, about 50-50. This was used to large extent by masons in structural work. It stood up well; for that reason it was assumed it must be good for making good leather. This applied particularly to the tanners of the middle west. Yet other tanners were successful in making firm leather.

In the limes, looseness was laid to too much fresh lime; others to limes that were too old. The old reeling system was often blamed because it carried into the next vat too much old lime. A short time in the limes could not be condoned and as many as 9 to 12 days were not unusual. Gradually some tanners came to a 7-day period, which seemed to cure all ills.

Suddenly, pebble lime came into the picture, which was advertised as a cure for all troubles in the beamhouse. Now, as you know, many tanners use hydrated lime.



HEADLINE SPEAKERS at Milwaukee Tanning Symposium are (seated left to right) George H. W. Humphreys, Dr. R. S. Stubbings, Arthur Goetz and J. T. Chain. Standing, left to right, Philip H. Waite, Dr. H. B. Merrill, Dominic Mao, Harold Miller (committee member), Dr. H. E. Turley and John T. Justin.

**Next came bating.** In the old days an unusual amount of dung was used, i.e. pigeon, chicken and dog, usually followed by a drench made of an infusion of bran with warm water. The bran in many cases was left in the bags which were placed into warm water overnight or longer. Only the bate master knew just how long the bran must be steeped. Temperature of the bate did not seem to enter into the matter. "Feel" of the hides or skins was important and only the bate master knew when to stop the bating action. On the other hand, one tanner particularly would never bate at a temperature higher than 60 degrees F. because he had a deep well which had a very uniform water at a temperature of 52 degrees F. all the year round. He would use 6 dippers of bate to each lot! One tanner claims that on light leathers chicken dung could not be used because it obtained a "harsh" grain on the finished leather! Pigeon dung only could be used.

**Tanning.** Science had little or nothing to do with tanning in those days. A tanner was "good" when he could apply the old-fashioned method of "feel, taste and spit" method to vegetable tan liquors.

Vegetable tanning did not include pickling. Here again we have a "take off" from the old-time vegetable tanner. In one instance, a "pickler" had actually lost all his front teeth in time because of tasting pickle liquors, to ascertain if they were just right.

We now have very good methods for controlling all signs of tanning. But to obtain a properly made chrome liquor one "old-timer" always used a green-painted stick. When the proper amount of flour and glycerine had been added to chromic acid the chrome solution would be as green as the painted stick!

**Fatliquoring and stuffing.** Both of these processes have had their days in court. I am an ardent lover of wool grease and have suggested its use very often, particularly in heavy leathers to obtain that certain feel and slight drag.

Loose leather was also cured with the help of no less than 5 percent of soda ash after being tanned with a regular chrome liquor.

In the light of modern techniques in which every stage of tanning is covered by scientific methods, yet even at the present time many of the old-time methods are still in use.

## CHANGES IN THE BEAMHOUSE

# Effect Of Beamhouse Treatment On The Swelling Of Skin

New Testing Methods And Data Can Now Determine Proper Degree Of Skin Swelling

By Robert Stubbings

Division of Leather Technology, Lehigh University

The beamhouse treatment of hides or skins is the foundation upon which the tannage is built, because during this operation several permanent changes take place in the skin which carry through into the final leather. The primary reason the tanner puts skins through the beamhouse is to remove the hair and epidermis to have a smooth grain free of these materials in the final leather. However, other changes take place in this beamhouse operation which will affect the leather quality.

This is an attempt to select certain practical aspects of beamhouse operations resulting from many years of research on the problem at the Lehigh Leather Laboratory. Only recently have methods for judging experimental tests in the tannery been developed to the point where the results from tests can be fully relied upon without a great many large scale plant tests to confirm them. Now that adequate test methods are available, many of the beamhouse variables can be checked in practical tests and the real effect on the finished leather determined.

**Swelling during liming:** The hide is swollen in the liming operation. It becomes stiff and rubbery compared to the soaked condition. Is this swelling important and does it have any effect on the final leather? If the swelling is only temporary and may be completely reversed by bating or pickling, then it does not concern us except perhaps to determine how we can best bring this swelling down in later processes. The reversibility of alkaline swelling is not completely reversible, as may be seen in Figure 1.

This data shows the water content stratigraphically through the skin with the grain on the left and the flesh on the right. Increased swelling

is represented by the Y axis. The solid line at the bottom of the chart shows the soaked condition before liming, and the dashed line above it shows the swelling in a three-day lime treatment.

After careful neutralization of the lime (corresponding to the bated condition) the skin was again placed in lime. The results are shown in the top solid line of the figure. We see that the lime swelling is not completely reversible. Thus this alteration of the skin structure will be carried through into the final product.

What degree of swelling should take place during liming to produce the best leather? We cannot at this time answer that question, although experiments are in progress at various leather plants.

**Another question:** How can the degree or extent of swelling be altered in the normal liming operation? If there is no way of changing this factor and still removing the hair adequately, this effect will be of little practical value. Of course the degree of swelling is controlled primarily by the alkalinity of the lime bath. However, the degree of swelling may also be controlled to some extent by the type and amount of salts present in the lime liquor, as is shown in Figure 2.

The addition of various salts and sharpeners to an 8 percent lime slurry in increasing amounts causes large changes in swelling. Not only do alkaline salts such as sodium sulfide and sodium hydroxide effect the swelling, but also neutral salts such as sodium chloride and sodium thiosulphate (hypo). Perhaps this data may provide some ideas for further plant experimentation on beamhouse variables. However, the amount of various salts necessary in the lime bath to reduce swelling—as shown at the right hand side of Figure 2—is probably far too large

Talk delivered at the Tannery Symposium, Milwaukee, January 16.



to be practical for production use. For example, using a 1: 4 hide-liquor ratio, 23 percent sodium chloride on the hide weight would be required to reduce the swelling below that of a straight lime slurry.

**One further phase of beam-house swelling** would seem to have considerable bearing on the character of break of the final leather. If we place hide in a strong caustic (NaOH) solution at about pH 13.5 and allow swelling to take place for about one day, there is no apparent damage to the hide, although it is highly swollen.

If this swollen piece is placed in a press at about 5,000 lbs., the grain will be stripped loose from the main portion of the skin. No tanner would subject stock to any treatment as drastic as this. Yet this experiment shows us something of great practical importance. It demonstrates that the weakest part of the skin lies at the interface between the grain and the main skin fiber. This interface may be further weakened and finally disrupted by swelling.

We think that the reason is that the grain fibers lie almost parallel to the skin surface, whereas the main fibers of the skin lie more perpendicular to this surface. Thus when the individual fibers swell and consequently shorten, the grain fibers are pulled parallel to the grain and thus are ruptured at the grain interface. Of course, any breaking of fibers at this interface is bound to cause loose break in the final leather. Thus from a practical viewpoint the tanner wants to do as little damage to these fibers as possible during the beam-house operation.

**Incipient degradation of hide fiber:** Still another result of beam-house treatment that has a permanent effect on the final leather is the partial degradation of the hide fibers during liming which may show up as weak leather, or may result in either a lack of fullness or as a lack of proper flexibility in the final leather. The hide or skin fiber in the native state is not affected by pancreatic bating enzymes. Thus if we take fresh hide and split off the grain and epidermis, and then remove the soluble proteins with salt solutions, the remaining collagen fiber is very little affected even by very large amounts of bating enzymes.

We have used this data as the basis for measuring the effect of beam-house on the skin fiber. For example, Figure 3 shows the amount

of altered collagen fiber resulting from various lengths of time in the lime bath. The longer the hide is left in the lime bath, the more altered fiber is produced. This partially degraded fiber of course is not water soluble and thus would not be readily observed in ordinary plant processes. Even if this partially degraded fiber is left in the skin through to the final leather, it will not have the properties of the undegraded fiber and thus the leather will be different. This partial degradation occurring in the beamhouse may explain why most tanners, from long years of experience, very carefully regulate their bating operation, since changes in the bating process would remove this degraded material to different degrees with a resultant non-uniformity of final leather.

One further possibility is the effect on the flanks and other loose portions of the skin. These loose areas are undoubtedly more readily attacked by the lime bath probably with the formation of greater proportions of partially degraded fiber than in the remainder of the skin. Then when the skin is bated, again the loose areas are more susceptible to the enzyme, and there is a larger loss of hide substance than from the rest of the skin, thus perhaps explaining the common trouble of loose flanks in leather. Even if this explanation of loose flanks is correct, it does not help the practical man to solve the problem. But it may lead to some new ideas and further experimentation.

## AVERAGE EARNINGS OF SHOE WORKERS BY STATE

State	August	1953 September	October
<b>California</b>			
Average weekly hours .....	37.2	34.9	36.8
Average hourly earnings .....	\$1.55	\$1.57	\$1.55
<b>Indiana</b>			
Average weekly hours .....	39.6	35.2	NA
Average hourly earnings .....	\$1.12	\$1.13	NA
<b>Illinois</b>			
Average weekly hours .....	36.7	33.3	34.8
Average hourly earnings .....	\$1.32	\$1.33	\$1.35
<b>Maine</b>			
Average weekly hours .....	35.8	32.3	32.4
Average hourly earnings .....	\$1.30	\$1.33	\$1.30
<b>Maryland</b>			
Average weekly hours .....	40.4	38.0	38.9
Average hourly earnings .....	\$1.12	\$1.11	\$1.10
<b>Massachusetts</b>			
Average weekly hours .....	35.7	34.6	33.5
Average hourly earnings .....	\$1.45	\$1.45	\$1.45
<b>Missouri</b>			
Average weekly hours .....	37.3	31.6	33.7
Average hourly earnings .....	\$1.25	\$1.27	\$1.24
<b>New Hampshire</b>			
Average weekly hours .....	36.3	33.6	30.1
Average hourly earnings .....	\$1.41	\$1.41	\$1.40
<b>New York</b>			
Average weekly hours .....	37.0	35.7	35.8
Average hourly earnings .....	\$1.42	\$1.41	\$1.43
<b>Ohio</b>			
Average weekly hours .....	39.8	35.9	32.9
Average hourly earnings .....	\$1.32	\$1.31	\$1.34
<b>Pennsylvania</b>			
Average weekly hours .....	40.4	36.3	37.8
Average hourly earnings .....	\$1.13	\$1.12	\$1.13
<b>Wisconsin</b>			
Average weekly hours .....	39.7	39.1	37.7
Average hourly earnings .....	\$1.35	\$1.36	\$1.36

Average Hours And Earnings In Footwear Industry (Except Rubber)  
For period August-October 1953 In Selected States

# Goodyear Sole

## Model A



# Laying Machine

**Add shoemaking value  
with this modern  
sole laying machine**

*As much pressure as you need can be selected by the operator and applied by this hydraulic machine. It sets a new high standard of performance for the sole laying operation and improves work at subsequent operations: rough rounding, sole stitching and leveling.*

**INCREASES PRODUCTION!** Wide open work area — no obstructions — shoe locates directly on pad — work feeds faster with less fatigue. Stroke of piston elevating pad box can be readily shortened to increase production on women's and children's shoes.

**SELECTIVE PRESSURES!** By turning a dial, operator can set pressures as required. Hydraulic system provides selected pressure on every shoe regardless

of total height at heel-end (last plus sole). Lays all kinds of soles. Can be fitted for direct pressure leveling of infants' and children's shoes. Pad box is designed to give *all-over pressure with extra pressure on the insole*. It brings the entire sole tightly up to the bottom, produces well-defined feather line and better looking shoes without loss of flexibility. For further information call the nearest United Branch Office.

of total height at heel-end (last plus sole). Lays all kinds of soles. Can be fitted for direct pressure leveling of infants' and children's shoes.

**INEXPENSIVE MAINTENANCE!** Clutches, springs and gears eliminated in favor of hydraulic system . . . internal parts are few and self-bathed in oil.

*Average monthly parts costs on many machines now in use can be counted in pennies.*

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**United Shoe Machinery Corporation**  
BOSTON, MASSACHUSETTS

## Joan McManus New L&S Fashion Editor

Joan McManus has been appointed fashion editor of LEATHER AND SHOES. Miss McManus is a graduate of Boston University's College of Liberal Arts, and also of the University's School of Public Relations.

Her work in the field of public relations extended into journalism, and from there into the broad field of fashion and merchandising.



For the past six months she has been working with LEATHER AND SHOES, making a thorough study of footwear fashion. A number of recent published fashion articles in LEATHER AND SHOES have been authored by Miss McManus, based on special studies.

Working closely with Miss McManus will be Rosalie Marzbanian, until recently fashion editor of LEATHER AND SHOES. Miss Marzbanian, in addition, will prepare special editorial features and direct the production department.

## Wilson Reports Profit

Wilson & Co., Inc., and domestic subsidiaries reported net income for the fiscal year ended Oct. 31st of \$3,035,999 equal to 98c a share on common stock compared with the previous 53-week fiscal year net loss of \$763,341.

The company in 1953 excluded results from operations of foreign subsidiaries and revised its 1952 report to conform to this accounting. According to James E. Cooney, president, earnings of foreign subsidiaries have not been recently and are not now available for use in the U. S.

Tonnage sales increased 1% over the previous year but dollar sales

dropped to \$674,840,249 from \$717,536,906 due to generally lower price levels for beef, mutton, veal and most of the by-products, especially hides and wool. Of the 1953 net, \$1,400,000 resulted from liquidation of part of the company's last in-first out inventory of pork and lard based on 1940 cost prices.

The company has paid no dividends on its common stock in 1953.

## ANOTHER DROP

# November Shoe Production Shows Sharp Decline From Year Ago

The signal decline in production that took over the shoe industry in the latter half of 1953 and brought total output to just below the 500 million mark is well illustrated in production figures for Nov. 1953.

Census Bureau official figures show general declines in all shoe categories excepting athletic shoes. Biggest drops were reported in youths' and boys', women's and men's shoes.

Total output for the month is listed at 33,552,000 pairs, 14 percent below the 38,932,000 pairs of Nov. 1952 and 16 percent less than Oct. 1953 pairage of 40,121,000.

Women's shoe, sandal and play-shoe output amounted to 12,921,000 pairs, 17 percent below the 15,580,000 pairage of Nov. a year ago and 18 percent below the 15,690,000 pairs of last Oct.

## Tanimex Takes New Line

Tanimex Corp. of New York City has been appointed sole United States agent for the sale of chestnut extract manufactured by Progil, S.A. of France. One of the leading extracts of the world manufacturers, Progil has been active over the past half century. It now has four plants producing top quality chestnut extracts.

Men's pairage reached only 6,801,000, 14 percent less than the 7,866,000 pairs of Nov. 1952 and 15 percent down from Oct.'s pairage of 8,006,000.

Other declines were listed at 22 percent for youths' and boys', nine percent for misses', 12 percent for children's, two percent for infants' and four percent for babies'.

Slippers for housewear reached 5,039,000 pairs, 11 percent off the Nov. 1952 pace of 5,668,000 pairs and 21 percent down from the 6,407,000 pairs of Oct. 1953.

Footwear shipments for the month reached 32,384,000 pairs valued at \$117, an average value per pair shipped of \$3.61. This compares with the average value of \$3.52 per pair shipped in Nov. 1952 and \$3.59 in Oct. 1953. Following are detailed figures.

## SHOE PRODUCTION ANALYZED

Kind of footwear	Production (thousands of pairs)		Percent of change November 1953 compared with—	
	November 1953	October 1953	November 1952	October 1952
Shoes and slippers, total ..	33,522	40,121	38,932	—16 —14
Shoes, sandals, and playshoes ..	28,011	33,183	32,639	—16 —14
Men's ..	6,801	8,006	7,866	—15 —14
Youths' and boys' ..	1,124	1,390	1,442	—19 —22
Women's ..	12,921	15,690	15,580	—18 —17
Misses' ..	2,299	2,798	2,535	—18 —9
Children's ..	2,064	2,332	2,347	—11 —12
Infants' ..	1,810	1,855	1,853	—2 —2
Babies' ..	992	1,112	1,036	—11 —4
Athletic shoes ..	262	273	237	—4 +11
Slippers for housewear ..	5,039	6,407	5,668	—21 —11
Other footwear ..	210	258	368	—19 —43

## SHIPMENTS

	November 1953	October 1953	November 1952
Quantity (in thousands of pairs) ..	32,384	40,090	38,495
Value (in thousands of dollars) ..	\$116,835	\$143,877	\$135,598
Average value per pair ..	\$3.61	\$3.59	\$3.52





**MAKING MERRY** at annual banquet and entertainment of New England Shoe Foremen and Superintendents' Association are members, guests and wives. Gala affair was held Saturday evening, Jan. 9 at Hotel Statler in Boston. Center

picture shows lighting of birthday cake celebrating group's 10th birthday. Left to right, past presidents C. Chester Rodenbush, Henry Meirs, Hyman Snyder, Abraham Isenberg, A. William La Torre, Stanley H. Halperin and Benjamin Fish, President Hyman Stahl and Joe Rubin, MC.



**FAMOUS LAST WORDS:**

“they wouldn't dare”

That's what they said the day before Pearl Harbor. Remember? But by now you'd think people would have learned. Let's face it—we must be ready for disaster at any moment. It may be an atom bomb—or it may be a fire, a flood, a hurricane. It's only common sense to be prepared for it, whatever it is. Take these precautions **TODAY**:

- ☐ **Enlist the help** of your local Civil Defense Director.
- ☐ **Check contents** and locations of first-aid kits.
- ☐ **Send staff** to Red Cross courses. They may save your life.
- ☐ **Promote preparedness** in your community. Your local CD Director can show you how.

*Set the standard of preparedness in your plant city—check off these four simple points **NOW**.*



# Tests On Calf And Kip Skins Show No Effect On Salt and Protein Removal

Tanners Urged To Investigate Green Fleshing Or Lime Fleshing For Their Type Of Leather Production

By A. W. Goetz and H. A. Alps

School of Leather and Tanning Technology, Pratt Institute

The effect of green fleshing, as a special test project conducted at Pratt Institute, shows that flesh removed from skin before soaking did not influence the removal of certain diffusible materials from the skin. But if the pressure applied to the skins by the green-fleshing machine is disregarded, this operation can materially affect swelling in soaks and plumping in limes.

Green fleshing is usually performed after the washing or soaking operations. Since it is through the flesh side of a skin where most of the diffusible materials are eliminated or absorbed, then a layer of actual flesh, or its removal, might influence the immediate effects of washing and particularly soaking.

We first used two green-salted country calf skins heavily endowed with flesh and muscle tissue. Calf skins were used initially because compared with hides they contain more coagulable proteins and usually more salt, and less external debris. Later we used packer kip skins with practically no adhering flesh. The sequence of operation employed in the calf test paralleled that commonly used in practice for kip and hides or sides rather than for calf skins.

After trimming, the two calf skins weighed a total of 28.25 pounds. After cutting into sides, the two left sides weighed 14 pounds and the two right sides 14.25 pounds. The left sides were handled separately from the right sides in 3 x 1.5 foot twin experimental drums.

The procedure used was as follows:

In the washing operation the separate lots received three 10-minute batch washes with 300, 200 and 300 percent water at 68°F. Then the left sides only were machine- and hand-fleshed. Then both lots were soaked overnight (17 hours) with 300 per-

cent water at 68°F., followed by a 20-minute milling.

During these operations the wash and soak liquors were drained from the drums and weighed for analytical purposes. And after both the final washing and the soaking drainages the skins were wrung lightly on the un-hairing machine to remove surface water and the loss in weight by wringing added to the final wash and soak liquor weights respectively. The hand fleshing of the left sides was to remove the still adhering muscle tissues. Batch washes were used because they are reproducible and are uniform compared to continuous washes of the same total time period. However, under certain conditions they may not be as thorough in their

washing effect. After soaking and draining, each lot was then placed in separate lime-sulfide-sulphydrate liquors (350 percent) for three days. Materials used were based on the original trimmed weight.

Analytical determinations of the three wash liquors, the overnight soak liquor and the lime liquor are shown in Table 1. The figures shown are the amounts of salt and of protein removed expressed in weight percentages based on the green-salted trimmed weight of the skins; O/N = overnight.

The first three sets of figures, for the washes, vary slightly, due to original differences and experimental variation. But these appear sufficiently close for any significant subsequent comparisons.

Since approximately 75 percent of the total salt removed occurred during the 30-minute wash period and prior to green fleshing, the role of the latter might not be expected to be very significant in this respect. Since the original salt content was evidently higher in the left sides than in the right sides, the final difference, due to fleshing, should be interpreted as nearer one percent than two percent.

Over 50 percent of the salt and protein removed by washing occurred during the first 10 minutes. Relative to the amounts of salt in the limes (less than 0.05M), we have

Table 1

L=Left sides fleshed\*

R=Right sides not fleshed

	Percent Salt		Percent Protein (NX5.62)	
	L	R	L	R
1st Wash	6.60	5.80	0.28	0.31
2nd Wash	2.73	2.88	0.12	0.13
3rd Wash	2.45	2.05	0.10	0.10
Total	11.78	10.73	0.50	0.54
O/N Soak	3.83	2.69	0.36	0.36
Total	15.61	13.42	0.86	0.90
Liming	0.75	0.82		
Total	16.36	14.24		

\*Left sides fleshed before overnight, O/N, soak

Table 2

Composite of Results in Percent (Washing & Soaking)

	L	R	L plus R (Av.)
Total Solids	16.59	15.41	16.00
Salt	15.61	13.42	14.51
Proteins			
a) Coag's.	0.27	0.25	0.26
b) non-Coag's.	0.59	0.65	0.61
c) Total Prot.	0.86	0.90	0.87
Salt plus Protein	16.47	14.32	15.40
Undetected Solids	0.12	1.09	0.60

Paper delivered at Tannery Symposium, Milwaukee, January 16.

seen figures higher than these particularly in side leather operations.

The removal of protein matter during the overnight soak was proportionately greater than that of the salt. But where the left sides were green-fleshed this operation had no significant effect. This applies for both the coaguable and non-coaguable proteins as shown in Table 2.

There was little difference in the amounts of coagulables removed for the two lots, either during the washes or the overnight soak. The average percentage of total coagulables removed were, for the three washes respectively, 53.45, 15.5, and 8.2 percent; and for the overnight soak, 22.85 percent.

The fact that close to 55 percent of the total coagulables washed out were removed during the first 10-minute wash is understandable because of the time, and concentration of salt involved for normal curing resulting in an accumulation of such proteins on or near the surfaces of the skins.

**The analytical results shown,** particularly those for proteins, are lower than would be encountered in normal calfskin operations because it is not uncommon to soak calfskins overnight in their own curing salt before fleshing and washing. Aside from this, calfskins are often re-soaked 3-4 hours after the fleshing. The probably high pressure exerted by the fleshing cylinder squeezed out both protein and salt solutions, not herein accounted for.

We employed the same procedure of washing, fleshing, and soaking on packer kip skins containing very little if any flesh. The total amount of salt removed by washing and soaking was 10.25 percent from the fleshed sides, and 9.25 percent from those not fleshed. In the case of the protein the total figures were 0.64 percent for the fleshed and 0.75 percent for the unfleshed sides, with 0.15 percent and 0.19 percent respectively being deductible for coaguable proteins.

In both the calf and the kip test the green fleshing had little effect on both salt and protein removal in the soaking tests.

**Removal of salt, protein, and other debris** is not the only purpose of washing and soaking. Restoration of water lost by drying or curing is important. From the weight figures assembled, and the feel of the soaked and limed stock, the operation of machine green fleshing in both tests retarded water absorption and skin swelling.

In both the calf and the kip skin tests the green-fleshed sides felt flatter

and firmer after soaking and not as plump after liming. These differences were reflected in the soaked drained weights and in the white weights.

As examples, the fleshed kip sides after soaking and light wringing were five percent higher and the unfleshed were 20 percent higher in weight than the green-salted trimmed weight. The weight change by fleshing was 17 percent, most of which was water loss because there was practically no flesh on the packer kip skins to start with. Relative to the white weights, after two days in lime, the sides that were green-fleshed had a white weight 20 percent higher than the green weight, and those not green-fleshed 26 percent higher. After three days of re-lime the increase was 25 and 35 percent respectively.

**Although we expected** some difference in hair loosening and presence of fine hair, such was not the case in either test; both were considered satisfactory in both respects. But the green-fleshed stock after unhairing appeared better laid out, particularly in the shoulders. These lots were handled separately through the chrome tanning.

No outstanding differences were observed in the bating. In the pickling of the calf skins where the amount of acid was based on the actual white weight, the liquor pH after the overnight layover was 2.65 for the green-fleshed stock and 2.85 for the comparative. After 24 hours of draining, the green-fleshed stock was 87 percent of the green-salted weight and the comparative was 91 percent. The pH's after chrome tanning were 3.4 and 3.6, respectively.

After toggling, the layout of the shoulders was not as pronounced as after liming nor was the difference in the feel as evident in both the calf and kip tests.

Because of the differences in feel, layout and particularly weights due to the fibre compression and stretch imparted by the fleshing machine we performed a so-called "squeeze test."

**Opposing kip sides were washed,** then soaked overnight. Then one side only was green-fleshed. This side was then passed three times through a Stehling combination wringing and setting-out machine, flesh side up. Both sides were then limed two days, unhaird, fleshed, relimed three days, then lightly refleshed for removal of surface moisture. There was no significant difference in unhairing. The compressed side was not so plump but was better layed out, particularly in the shoulder

and neck. This latter difference was very apparent throughout the subsequent operations and in the final leather. By applying more Baker staking a good part of the firmness was eliminated from the "squeezed" side without harmful effect.

Weights of the two sides were taken at various intervals in the process and the comparative percentage change over (or under) the green-salted trimmed weight is shown in Table 3 where the green-salted trimmed weight (G.S.T. wt.) was assigned the value of 100 percent.

**Table 3**  
**Comparative Weight Changes**  
**On Squeeze Test**

G.S.T. Wt.	Fleshed & Compressed	Comparative Side
	% 100.0 (10.75 lb.)	% 100.0 (10.5 lb.)
Soaked		
Drained	138.	136
After		
Fleshing	118.	....
After		
Wringing	101.	....
Unhaird	122.	155
Fleshed	109	133
Refleshed		
After 3 Days		
Relime	119.	133
Before Chrome		
Shaving	69	78
After		
Shaving	54	57
8-10 oz. > 5 oz.		
Horsed O/N		
After Color		
& Fat'l'q'r	86	91
After		
Wringing		
Set'gout	53	55

The pressure of mechanical operations on skin is not conducive to water absorption. Since 50 to 70 percent of wet tannery stock is moisture, a change in the latter may contribute to uniformity in so far as weight of tanning materials used.

Another factor in this squeeze test was the influence of green-fleshing on natural fatty materials in the stock. Within a minute after we had run the side through the wringer, the whole flesh side was covered with small droplets of oily matter. Upon green-fleshing, this condition stopped. In either case the final leather showed no visual presence or absence of so-called natural grease.

**Conclusion:** Tanners who both green-flesh and lime-flesh side or heavy leather stock, particularly of packer take-off, might find it worth investigating just how important either green-fleshing or lime-fleshing is to their type of production.

— END —



## Tests Show Reasons And Methods For Retanning Of Chrome Leathers

While Specific Formula Is Impossible To Lay Down,  
New Techniques For Practical Applications Now Available

By G. H. W. Humphreys  
The River Plate Corp.

While the problems involved in the retanning of chrome skins and sides have been chiefly the concern of the chrome tanner himself, they have also proved fascinating to the vegetable tanner as well. Various principles of vegetable tanning can be applied to the retanning of chrome leather. This article explains the great importance of various characteristics of the retanning extracts used—whether they are vegetable or a blend with syntans.

The importance of molecular size is emphasized. The effect of neutralizing and fatliquoring on the physical properties of the resulting leather is also discussed.

Why do we retan chrome leather? What do we hope to achieve.

First, to give increased substance, especially where the skins are to be subsequently paste-dried. In addition to the improved finish imparted to the grain of the leather, one of the chief attractions of the paste-drying technique is that it induces a gain in area of the skins from some 5-10 percent. This increase can be bought only by a decrease in substance. It is because of this that the chrome tanner who is paste-drying his skins, when looking for a means of increasing his substance, has resorted to drumming into the grain a small percentage of vegetable extract to increase the thickness.

A second interest in vegetable retanning of chrome leather is the demand for a tight grain in chrome side leather, largely made from dry hide sides and domestic split cow hides. Especially is it desirable to try to obtain this tightness of grain in the flanks. It can only be obtained by treating the grain layer with an astringent vegetable material which will tighten any natural looseness in the grain, especially if any

natural looseness has been accentuated in the liming process.

A combination of these two characteristics is also essential where it is necessary for the grain of lightly damaged hides to be buffed or fluffed to correct grain defects.

When box sides made from certain classes of hides, particularly dry hides, are lightly buffed on the grain to correct slight grain fault, there is a tendency for the finished grain to be slightly loose and woolly. To overcome this looseness the vegetable retanning is practiced. The astringency of the material and the filling by the colloidal particles insures a tight compact finish to the grain, even after buffing.

In earlier days, a mixture of gambier and sumac was used for this retanning. But other extracts are now sought.

**Many types of skin may be vegetable retanned. Some are:**

- (a) Certain grades of box calf;
- (b) Box sides for shoe uppers;
- (c) Sheep and goat for garment leathers (not only the thicker type but the more delicate thin skins);
- (d) Gloving sheep and goat.
- (e) Limited quantities of chrome sheep and goat lining leathers;
- (f) Chrome split hides for dressing, upholstery, etc.; also for heavy garment leathers.

The essential requirements of all these leathers is that when vegetable retanned they must retain all the natural characteristics of a full chrome leather.

To insure this, the vegetable extract must merely penetrate into the grain and flesh layers. When deep or complete penetration of vegetable extract is allowed on these light upper leathers, not only are the natural chrome characteristics possibly

decreased, but the fibre strength may deteriorate.

In our experiences where the essential consideration is fibre strength or tightness of grain, the most important requirement has been to keep the vegetable extract in the absolute grain layer, with no depth of penetration.

**With certain types of skin, it is not always possible to get maximum strength of fibre and tightness of grain at the same time. Under certain conditions both of these features may be obtained at the same time. But frequently the tanner has to choose which of these two characteristics is the most important.**

A number of factors influence and govern the depth of penetration.

### **Nature of Retanning Extract.**

The particle size of the tannin molecules in the vegetable retanning mixture is one of the most important factors governing the extent to which penetration is obtained on retanning. The more colloidal and larger the particles, the more easily these will be held in the grain.

The best retanning extract is one with the true balance between colloidal character, the optimum astringency to insure tightness of grain and the ability to neutralize any excess acidity left in the leather from the chroming process.

It is possible to regulate the colloidal characteristics of an extract to make it suitable for any required purpose.

**A suggestion has been made** that to avoid loss of tensile strength of chrome-tanned sheepskin on vegetable retanning a strongly sulphited quebracho extract should be used. This is not wholly true. In certain cases it can help to neutralize the acidity of chrome leather and thereby increase the fibre strength, especially the minimum neutralizing is effected. But we have found it an advantage, especially where tightness of grain is important, to effect the neutralizing with one of the recognized agents and use a more colloidal and consequently more astringent extract for retanning.

For certain types of chrome retan leather, it is desirable to get complete penetration. Here we recommend an extract in which the tannin molecules are at minimum size.

**We are now able to produce a range of vegetable retanning ex-**

Talk delivered at Tannery Symposium Milwaukee, January 16.

tracts in which the molecular size is varied during manufacture under strict scientific control. We have on the one hand a rapidly penetrating material which goes into the leather, leaving the grain surface almost as it was before retanning, while at the other extreme (but there are many intermediate stages) we have been able to produce an extract having large but dispersed molecules that will stay in the grain, giving increased filling, and sufficiently astringent to tighten up the grain and give the required fineness of break.

We cannot obtain all the desired features into a chrome retanning extract by the use of one simple tanning material. It is by the careful blending of two or three vegetable materials, sometimes adding special syntans, that we have been able to produce this comprehensive range of special extracts.

**Certain tanners who claim** to be vegetable retanning are in fact only mordanting before dyeing. It would require a long stretch of the imagination to believe that 5-7% of liquid extract, i.e. about two percent pure tannin on the weight of the skins, can have any material effect on the physical feel and characteristics of the leather.

Color also has to be taken into account, especially when the leather has to be dyed a pastel shade. It is, however, much easier to obtain the desired tightness of grain and other properties if a pale color is not required.

**Use of syntans.** Many syntans open up the fibre structure of the skin and act as a carrier for the vegetable extract, a fact made use of when using a syntan pretannage. When used on chrome leather prior to vegetable retanning, most syntans open up the fibre structure giving depth of penetration and a general deterioration in fibre and tensile strength. There are exceptions to this, and certain specially buffered syntans can actually enhance the grain feel of a chrome retanned leather if used as an intermediary between the chroming and vegetable retanning, i.e. in place of neutralizing or blended with the vegetable retanning extract. Syntans cannot, however, satisfactorily replace entirely vegetable extracts, especially where fullness of the finished leather is desired.

**Neutralizing.** The greater the neutralizing the greater the tendency for the vegetable extract to penetrate. Ammonium bicarbonate is claimed

by some tanners to give a tougher fibre than sodium bicarbonate. But the tanner who wants tightness of grain above all else, and is less interested in fibre strength, may on occasions dispense with neutralizing and merely wash off before retanning.

Many tanners do not neutralize at all, merely giving a superficial wash off prior to retanning. A normal procedure is to neutralize to about pH 4.6, although if maximum fibre strength is required neutralizing should be carried out to pH 5-6. Over-neutralizing tends to lead to looseness, failure to obtain exhaustion of the vegetable retanning liquor and subsequently to troubles during fatliquoring.

**Time of milling.** The shortest milling possible to insure regular and level uptake over the grain and flesh surfaces of the hides or skins is most desirable. From half to one hour has been found satisfactory to give even uptake over the grain surfaces of the leather. But the time of retanning is also largely dependent upon the concentration of extract used in the drum.

The fatliquoring process which normally follows immediately upon retanning is really a prolongation of the vegetable retanning process and the time of fatliquoring should, therefore, also be kept to the minimum conducive to regular uptake of fatliquor.

With regard to the actual operation of retanning, there is considerable variation in procedure so far as strength of extract or liquor, etc., is concerned.

The best results are obtained by putting the neat extract in the drum with the wet goods or in part of the used neutralizing bath. At most, the extract should be diluted with an equal part of water, unless the goods have been allowed to become particularly dry, when more water should be used.

Most tanners retan after neutralizing or washing and follow with fatliquoring, either immediately or after horsing the goods overnight. But some tanners prefer to dye before retanning.

**Fatliquoring.** In England it is usual to fatliquor after retanning, but on the Continent some tanners give a fatliquor before retanning and a short weaker fatliquor after retanning.

In one experiment pieces of chrome-tanned leather were given the same vegetable retanning. But sample

(a) was fatliquored with five percent neatsfoot oil before retanning and given a light fatliquoring of two percent after retanning. Sample (b) was given seven percent of neatsfoot oil after retanning without any previous fatliquoring. And sample (c) was given the whole seven percent before and no fatliquoring afterwards. These results proved both from the appearance of the cut edge and the color of the grain that the least penetration was obtained on the sample that had all the fatliquor after retanning.

Fatliquoring should be done warm and with five, seven or even ten percent of fatliquor. But the time of drumming should be kept at the minimum because drumming during fatliquoring is a prolonging of the retanning and gives greater depth of penetration.

If the retanning has been done warm, or if sufficient heat has been generated during the retanning, the fatliquor may be added directly to the exhausted retanning drum. This cannot be done if the leather is horsed overnight prior to fatliquoring. This should be avoided, and is the reason why we do not recommend partial fatliquoring before retanning.

Any good quality sulphated oil that gives satisfactory results on full chrome leather will give satisfactory results on vegetable retanned leather. But it is usually found desirable to increase the quantity used. For certain classes of goods, particularly garment leathers, neatsfoot oil gives the best results, but is of course extra expensive.

Among the other factors which have a considerable influence on the physical properties of the finished leather, e.g. fibre strength, feel, and tendency to crack, may be mentioned the following:

**Chromium content.** At a given chromium content the more vegetable extract drummed into the leather the more will the fibre strength decrease.

For leathers having a chromic oxide content of 3.5 percent or above (on dry weight of finished leather), 10-15 percent of liquid vegetable extract on the blue shaved weight is sufficient, and any quantity over 25 percent will bring about a marked decrease in strength. In leathers containing less than 3.5 percent of chromic oxide, more vegetable extract may be used. These figures are suitable for calf and side leathers, but when dealing with sheep and goat clothing and gloving leathers, about 7-10 percent of vegetable extract should be used.

—END—

# A salute to YOU

The American Shoe Retailer in Feb. 13 Saturday Evening Post



## This man has your shoes on his mind *The American Shoe Retailer*

**H**AVE you ever stopped to think how important the friendly man in your shoe store is to you? Thanks to his skill and expert advice, you wear shoes that are comfortable and good-looking . . . making life easier, more pleasant.

Consider how well your shoe retailer has served you and your family over the years. You entrust your children to him because he fits them with care and knowledge, so that their young feet get the protection that is so important for normal foot development.

You trust yourself to him because he gives you that same personalized attention. He studies your feet from every angle—their size, their contour, their width—and suggests the style, last and size that is best for you.

Your shoe retailer knows good workmanship, and he knows that leather always provides the utmost in quality. He has a responsibility far beyond selling you a pair of shoes. He is deeply concerned with your comfort. That's why he has your shoes on his mind. He gives you his best from the

moment he takes your size, because he uses the most modern fitting techniques . . . because he has a selection of the most up-to-date shoe styles . . . because he offers you leather—the finest in shoe material.

He recommends all-leather shoes, because he knows they always provide you with the most in fashion, comfort and value.

To your shoe retailer, leather shoes always mean quality—flexible and comfortable, sturdy and enduring. And always in the front rank of fashion.

Here is your American shoe retailer—an average man in many ways, but above average in his wish and ability to serve you.

### LEATHER INDUSTRIES OF AMERICA

411 FIFTH AVENUE, NEW YORK 16, N. Y.

Reprints of this Saturday Evening Post ad are available. Write for your copies today. Feature it in your windows and in your store as a display.

**LEATHER INDUSTRIES OF AMERICA**  
411 Fifth Avenue, New York 16, New York

## CHAIN REACTION

### Major Shoe Chains Show Gain Over '52

Proof that 1953 was a better sales year than 1952 for most shoe retailers of the larger chain variety at least is contained in latest sales figures for four of the leading shoe chains.

Combined sales of Edison Bros. Shoe Stores, Inc., of St. Louis, G. R. Kinney, A. S. Beck Shoe Corp., and

Shoe Corp. of America, for the 12 months of 1953 totaled \$228,257,000 or 2.4 percent better than 1952 sales of \$222,928,000.

Individually, each chain reported an increase over last year's combined volume. Biggest gainer was Shoe Corp. of America with sales of \$59,892,000, some 5.7 percent better than its 1952 volume of \$56,670,000.

Next was Kinney with sales totaling \$41,271,000, better than last year by 2.6 percent.

Edison reported a volume of \$81,643,000 or 1.2 percent above last year while Beck's sales amounted to

\$45,451,000 or 0.3 percent above 1952.

The four chains combined reported a net decline of one percent for the month of Dec. 1953 as compared with Dec. 1952. Sales this Dec. reached \$6,736,000 against \$6,774,000 a year ago. Most of the decline is attributed to faltering sales of rubbers and overshoes which normally account for a good part of Dec. volume.

### New Shoe Cushion

Goodyear Tire and Rubber Co., Inc., of Akron, O., has developed a completely new shoe cushioning material which it claims has exceptionally high qualities of porosity, resiliency and tensile strength.

Named "Airfoot" and offered by Goodyear's Airform division, it provides the answer to the shoe manufacturer's quest for the ideal shoe cushioning, says R. E. Pauley, manager of the Airfoam division.

"Airfoot" is not Airfoam, Pauley points out, but an entirely new foamed material developed for specific properties of high compression and low weight. A distinctive light tan color, it is suitable for use in all men's, women's and children's shoes.

First showing of "Airfoot" will be held Feb. 15 at the Factory Management Conference in Cincinnati.

### Altoona Shoe Opens

Altoona Shoe Co. reports it has begun operations at its new plant located at 201 Cayuga Ave., Altoona, Pa. The company has notified all employees of its old plant to report to work at the new factory.

"The group of 160 workers from our old plant will form the nucleus for the total of 400 employees we plan to build up to as rapidly as we can screen and employ them," Anthony Tucceri, plant manager, said. "We will operate with one shift at the beginning."

Tucceri said the company has enough orders on hand to keep that many workers employed full time. It will maintain constant, regular employment throughout the year. He stressed the importance of expanding personnel at a time when the employment situation in this area is not too good.

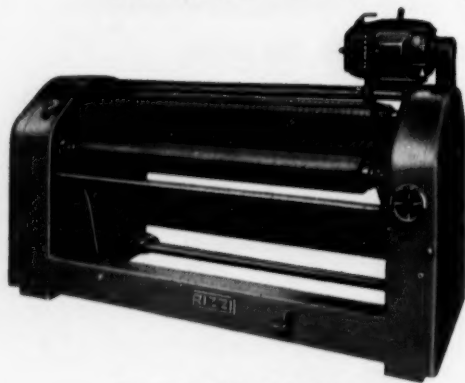
Tucceri has been manager of the Martinsburg plant since the operation began there and the heading of the local plant represents a big promotion. Eddie Kopp will be assistant manager of the Pleasant Valley operation.

## The answer to rising production costs

A tremendous advance in tanning machines, the  
NEW "fully hydraulic" line of

**LUIGI RIZZI & CO., S.p.A.**  
Established 1857

Fleshing - Unhairing - Shaving - Wringing - Setting  
Scudding and Beaming



The "Fully Hydraulic" Flesher

A single hydraulic power unit for opening and closing feed motion and grinding. Eliminates extra electric motors and superfluous complicated gears. So simple and so compact that it is practically free of mechanical troubles. A longer life for the machine is happily combined with higher quality production and greater speed.

SOLD EXCLUSIVELY THROUGH

**MONTELEONI, Inc.**

270 PARK AVENUE

NEW YORK 17, N. Y.



## ALL-TIME HIGH

### New Reprint Record Of 99,067 Set By L&S

An unprecedented record of 99,067 reprints of editorial material from LEATHER AND SHOES was established by the magazine in 1953. This is believed to be the highest number of reprints ever requested by readers of any shoe and leather publication in the world.

This editorial material consisted of feature articles, editorials, news stories and fashion pages. Requests for these reprints came from scores of firms within the industry.

In 1952, LEATHER AND SHOES had requests for 64,677 reprints, which up until this year was also an all-time reprint record for publications in this industry. But 1953 showed a phenomenal 35 percent increase over the previous year's count to establish a spectacular new high.

The remarkable and steady rise in requests for reprints of LEATHER AND SHOES editorial material is shown graphically over the past three years: for 1951 there were 40,400 reprints; for 1952, 64,667 reprints; and for 1953, an all-time high of 99,067 reprints.

### Heads Regano Sales

George A. Allen has been appointed sales manager of Regano Box Toe Co., Haverhill, Mass., manufacturer of soft box toes and counters. Allen has had wide experience in solving shoe manufacturers' problems, particularly those pertaining to box toes and counters. He has been with Regano for the past year and one-half.

Allen will continue to call upon the New England trade while visiting other sections of the country.

### Diane Breaks Ground

Ground-breaking ceremonies for the new plant of Diane Footwear Company, Inc., were held this week on the industrial plot of Operation Jobs, formerly known as Franklin Field. Diane Footwear will be the first industry to be set up on the 10-acre plot.

Approximately 350 persons will be employed at the expanded plant of Diane Footwear, now located at South Empire Street. Construction will start immediately.

Regional industrial leaders say the expansion move by Diane Footwear

will make it one of the leading shoe manufacturers in this part of the nation. It was first established in the Greater-Wilkes-Barre area in 1946 through the cooperation of the Industrial Fund and since has expanded its production and markets as well as work force.

Diane's new plant will be a modern one-story building of concrete block construction with red brick veneer front. Office section will be 25 x 111 feet and manufacturing area, 200 x 123 feet. Plant will use the latest type of equipment and will be air-conditioned.

### Million Dollar Tannery

Construction on A. C. Lawrence's new million dollar tannery in Paris, Me., will begin on April 15, according to company officials. The new tannery, described as "ultra-modern," will be built on the site of the former Milo Tanning Co. plant.

South Paris officials are already combing the area to assure the tannery of all the experienced help it will need. Combing operations are being conducted by the Committee on Industry of the South Paris Chamber of Commerce.

## FOR BETTER FILLING STRONGER FIXATION GOOD WEARING PROPERTIES

of chrome retanned upper leather  
use in your blends:

## Special Chestnut Ad (pH. 4.4)

POWDER AND LIQUID FORM

MANUFACTURED BY

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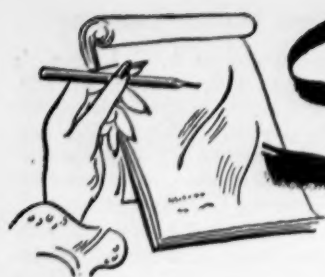
## TANIMEX CORPORATION

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Emergency shipments from U.S.A. warehouses



# Stylescope

SHOE  
FASHION  
NEWS  
AND TRENDS

Auto design becomes unique motif in shoe fashion. . . . The lingerie touch in shoe styles. . . . "Lightfoot look" at Guild Show.



**Open patterns predominated at Guild Show** in New York. The "lightfoot look" reaffirmed for spring and summer. Sandalized slings highlighted in all lines . . . some with stripping vamp and often with draped or shirred vamp drawn to half-inch width at center. Light, frosty colors a natural for open sandals. Added style note for such sandals: a suede sock lining gives good fit to good fashion, prevents sliding of foot inside shoes.

**White high-fashion this year.** Used alone in open patterns with dainty dressmaker detailing or as a trim it is big news. Other color emphasis on pastel pinks and blues, the beige family, black and gunmetal patent—also touches of coral and turquoise for excitement.

**Even shoe fabrics have more delicate appearance.** Paisleys, diffused prints, flower bouquet prints, little berry prints—all subtle in color and tone. White backgrounds space the brighter prints minimizing their brightness. Over-all impression: refined and lady-like.



**Femininity and grace of lingerie will be a motif for the 1954 shoe.** Lingerie touch in design, lingerie colors, and lingerie softness of kid aimed to give new interpretation to shoes.

**Dainty, light, feminine lines of these shoes** will appear in the heel. Heels remain slender and shaped—some with decorative touches. Heels that are squared-off, carved-in, and even tapered at the back will be on all heel heights.

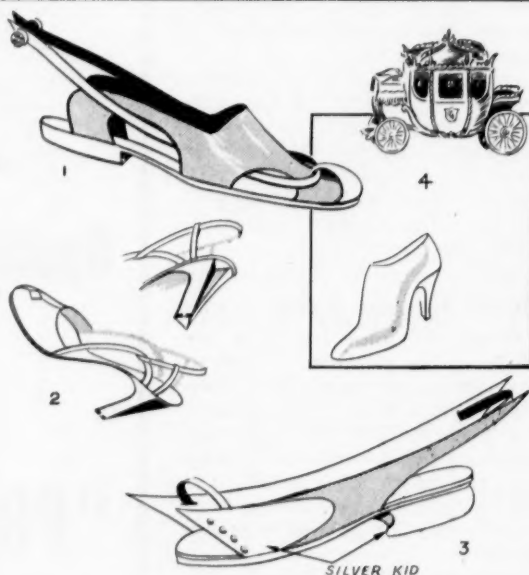
**Closed toe and heels highlight toe and heel interest** with lingerie touches of embroidery, jewels, little bows and lacy effects. Not to be overlooked as a fashion favorite are slenderized lines of tapered toe. Also open toes which are wide open, many on asymmetric lines, giving nude yet covered look. Mules will come out of the bedroom and become shoes featuring backless freedom.



**Styles of the future** in evidence last week at the Kid Leather Guild Show. Shoe designers, emulating success of little-boy influence in women's ready-to-wear, have turned for fresh ideas to another man's field. Collection of pullovers reveals a new sleekness of line inspired by recent trends in automobile designs.

**Outstanding models** feature silver kid trims simulating the chrome trims on new cars. Sometimes a fender line, hood line or grille design is interpreted as a vamp treatment, often extending along the sideline of the shoe.

Inspired by luxurious automobiles, one series of pull-overs, called "cadillac kids," features "fish tail" tail lights and the familiar "V" symbol. Another series has "spoke wheel" heels, and several designs are variations on "station wagon" lines. A "V-8" heel appears on one pullover.



(1) A "convertible" by Margaret Clark in black suede kid with removable silver strap secured through open windows to the back with crystal tail light "cuff links."

(2) One of the "cadillac kids" by Joan Bennett in black kid suede with silver kid outlining a "hood" treatment on the vamp, "fender line" quarter and V-8 heel that is cutout and lined with black suede.

(3) Shoe of the future by Joan Bennett in yellow kid with silver kid "fender" and dainty silver straps.

(4) A Theme of the Guild Show: As the "Fisher Body" is the symbol of craftsmanship for General Motors, so is the Last a similar symbol for the shoe industry.

*Joan M. Manus*

NOT JUST FOAM... BUT

*Andalfoamed*

*Fabrics*



"ANDALFOAMED" fabrics are creating new sales appeals in modern shoes. These ready-to-fabricate materials feature a natural "breathing" quality unobtainable in cemented foam combinations. The special patented

"ANDALFOAM" process\* permanently integrates fabrics with foamed-latex rubber in uniform, thin gauges of 1/32 to 5/16-inch. "ANDALFOAMED" fabrics used as vamp linings, complete insoles, tongue linings and strap and heel cushions add superior comfort and buy-appeal to any shoe line. Extremely wear resistant, "ANDALFOAMED" fabrics last the life of shoe.

For streamlined shoe fabrication and production economy... specify ready-to-use "ANDALFOAMED" fabrics.

1949-A.A.

**ANDREWS-ALDERFER  
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**Andalfoam** means foam-coated fabrics

\* U.S. PAT. 2,628,654

Southern Foam Fabric Co., Boston & Brooklyn, N. Y. • Merryweather Foam Latex Co., Akron & Cincinnati • Victor W. Heortel Co., Chicago  
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**The tanners  
who use  
ATLAS OILS  
are our best  
salesmen—**





# 67 years of quality pay-off

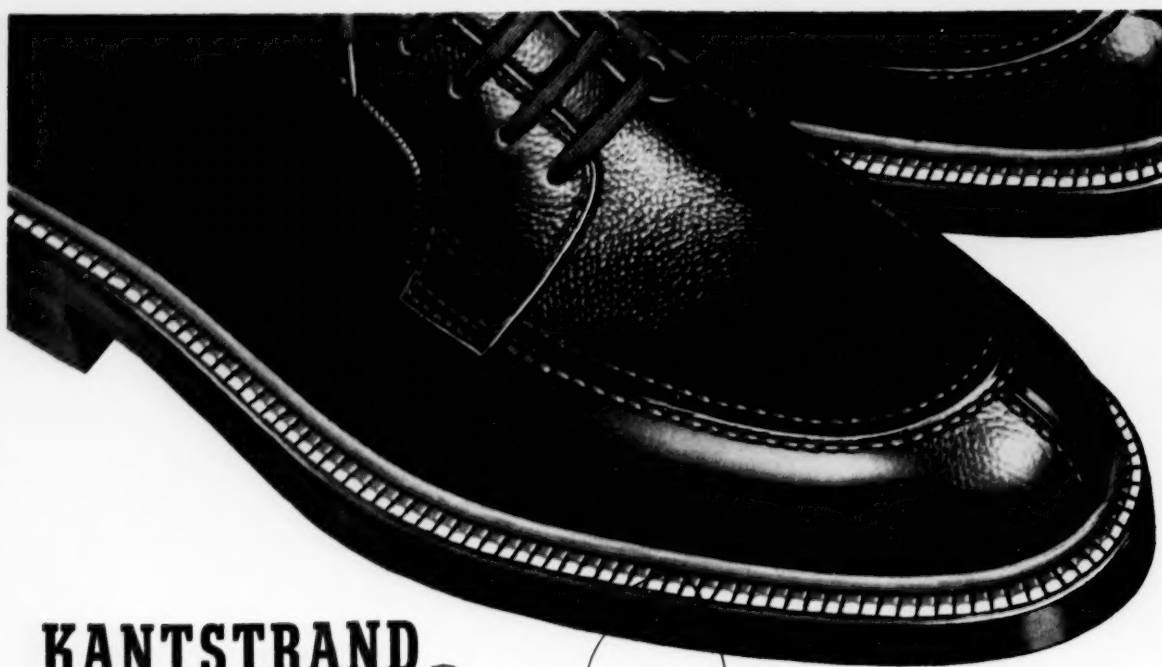
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1954 is the 68th year of Atlas service to the tanning industry . . . 67 years of producing the finest oils for a specialized purpose that skill and scientific research can develop . . . 67 years of quality pay-off in guaranteed Sulphonated Cod Oils, Sulphonated Neatsfoot Oils, Pure Neatsfoot Oils, Split Oils, Moellons, and many specialty products . . .

It is because Atlas Oils have proven uniformly dependable throughout the years that tanners who use them are our best salesmen. Ask them, and ask us for the facts about Atlas research, Atlas refining techniques, Atlas service.

## ATLAS REFINERY, Inc.

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**KANTSTRAND**

**BRAID** *sews*  
*high style*

**right into the shoe**



For that decorative touch, for that high-style, high-sell look in the formal or casual shoe, KANTSTRAND is the big thing. Used for outsole and moccasin plug stitching operations, it can be relied on to sew a trim, tight sole consistently.

KANTSTRAND BRAID is engineered to resist stranding. It is uniform, strong and smooth... assures economical, efficient operation.

If you have a sole-sewing problem... if you want samples of KANTSTRAND BRAID — or any other Barbour thread — our research staff and salesmen are at your service.



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## REVOLUTIONARY COUNTERS

### Jenkins Introduces New Leather Fiber Material

Research Finding Out Of Germany  
Will Soon Be Produced In The U.S.

A revolutionary new counter material called "Lefatex 78" has been introduced by the George O. Jenkins Co., Bridgewater, Mass., makers of fiber materials and products for the shoe industry.

The company states that these new counters provide a new high level of performance and fashion values for footwear. The counter material was developed by Salamander, Germany's largest shoe manufacturer, and has been tested and worn in millions of pairs of shoes. It is now being introduced to the U. S. shoe industry for the first time, made available through Jenkins.

It is an all-leather fiber material with a special binder, molded by a new process that forms leather sheetings. The resultant material is unlike regular laminated leather fiberboard. It is compressed so that the fibers are compacted and criss-crossed in all directions, and interwoven in three dimensions. One of the "secrets" of the new material's great strength lies in this unique physical arrangement of the leather fibers. The fibers are held intact with a special binder.

The material is made from leather scrap. However, the scrap is not chopped up or pulverized into sawdust-like particles and compressed, but rather is shredded into "threads" or leather fibers which are interwoven under the special compression process.

The resultant counter has, like leather, a very high resistance to moisture deterioration. It will hold its original shape despite effects of dampness, pressure or abrasion. It has good resilience or snapback, and high durability. It is extremely flexible.

From the fashion aspect, the top-line can be skived paper-thin yet holds the perfect contour of its original lines. This line does not waver with wear. The counter material has easy factory workability, will skive and stitch easily. It will not crack or abrade even with extreme deliberate distortion.

While Lefatex will go into better grade footwear, it's expected that many of the lower priced shoes will use such counters. The versatile material will also be used for midsoles, innersoles, and other shoe applications. There are several types of Lefatex, each with a special purpose. However, for the present the concentration will be on counters.

The material comes in sheets of 28 x 36 inches. At present Lefatex is being imported. But by the end of the year a plant to make the material will be in operation in the St. Louis area, operated as a separate company by International Shoe Co. and Jenkins under Salamander license. A plant is already being set up there for this purpose. Machinery to make the material is being imported from Germany.

### Arson or Prank

Brockton, Mass., police were in a small dither this week after finding a small pile of charred newspapers in front of the building housing the D. & M. Leather Co.

The newspapers had been soaked with some substance and set afire. However the blaze merely charred the plant's front door before dying out. Plant manager Anthony Varos reported the incident early Tuesday morning.

Varos was inclined to lay the blame on a "children's prank" because the blaze was so small. However, police and firemen remain on the lookout for possible arson.



URBAN J. DACIER, Manager of the Onco Division of Brown Co., Berlin, N. H., manufacturer of innersoles, who has been appointed chairman of the 1954 Advertising Program Campaign of The 210 Associates, Inc. Kick-off dinner will be held Wednesday evening, Jan. 27 at hotel Somerset, Boston.

### Leipzig Fair Booked

The annual Leipzig Trade Fair, held in Leipzig, Germany, and featuring the latest in German capital and consumer goods, has been scheduled for Sept. 5-15, 1954.

Fair officials report considerable interest already evident from Europe and abroad with extensive demands for exhibit space coming in from leading firms of Western Europe. The covered stand area will be increased substantially as will the Technical Fair grounds.



MEN BEHIND THE SCENES at Wisconsin Tanning Symposium held Jan. 16 are shown talking over program details. Seated, left to right, Alfred G. Fleisch, chairman of the symposium, and Harold Miller. Standing, left to right, Charles S. Raddatz, Alex Abig, C. H. Jenson, Harry Wilson and Mark S. Winzek.



CREAM OF THE CROP are these officers and head table guests of the New England Shoe and Leather Association pictured at the group's 85th annual meeting held last week at Boston's Hotel Statler.

**CENTER TABLE:** Left to right, Maxwell Field, Association secretary; G. Elliott Stickney, Association vice president; A. W. Berkowitz, Association treasurer; David W. Herrmann, Shoe Chain Association president; J. Franklin McElwain, Melville Shoe Corp.; Robert C. Erb, Association vice president; Senator Styles Bridges; John E. F. Foote, Association president; Louis H. Salvage, Salvage Shoe Co.; Julius G. Schnitzer, Commerce Department; Frank S. Shapiro, Consolidated National; Charles H. Jones, Jr., Shoe Manufacturers president; Laurence F. Whittemore, Brown Co.; and Charles Slosberg, Green Shoe Mfg. Co.

**TOP TABLE:** Left to right, Fred Bloom, 210 Associates; Harry Remis, H. Remis & Co.; Irving R. Glass, Tanners' Council; Carl F. Danner, American Hide & Leather Co.; Arthur E. Whittemore, Association counsel; George T. Gilman, secretary to Senator Bridges; Merrill A. Watson, Shoe Manufacturers Association; Arthur E. Pfeiffer, Frank H. Pfeiffer Co.; Edward Atkins, Shoe Chain Association; and Normand P. Liberty, Bourque Shoe Co.

**BOTTOM TABLE:** left to right, Joseph F. Wogan, United Shoe; Aleck H. Stein, Stein-Sulkis Shoe Co.; L. J. Schaeffer, R. P. Hazzard; James Shapiro, Ware Shoe Corp.; Jack Shain, Shain & Co.; Lester E. Rosenburg, Agoos Leather Co.'s; Ted Poland, Sudbury Footwear; Wallace J. McGrath, John E. Lucey Co.; Burton Machinist, Foot Delight Shoe Co.; Elliot Fleisher, Fleisher Shoe Co.; Pasquale Colella, Laird Schober; Edward F. Casey, Danvers Shoe Co.; and Israel A. Borkum, Maybury Shoe Co.



## Several Factors Decide Shoe Colors

Sylvie Hamilton Gives New Version  
Of Color Use To Delaware Tanners

Color in fashion is far more than eye-response but involves responses of the emotions, nervous system, mind, behavior pattern and other deep-rooted factors. That was the theme of Sylvie Hamilton, leading footwear fashion consultant, before the Delaware Valley Tanners Association in Philadelphia.

"Associations with color can be very personal, or very general," said Miss Hamilton. "Tints have entirely different symbolism than do shades of pure colors. Tints suggest delicacy, whereas deep shades symbolize strength, and pure hues denote richness. Thus primitive peoples prefer pure, brilliant colors, while more civilized peoples usually prefer tints, shades and more delicate gradations.



Sylvie Hamilton

"What about colors in leathers? Why are we required to make endless variations year after year? This can be answered; that is, why this year's pink must be different from last year's.

"To state that leather colors follow colors in ready-to-wear clothing is not the complete answer. In colors, leather has certain functions that it alone can perform. Even in a ready-to-wear period of neutrals—grays, beiges, blacks, browns—leather is looked upon to provide the staccato accents in an otherwise colorless composition. The leather colors provide a practical counterbalance to the predominating neutrals. In such periods, leather colors take on an added importance—that of dimension of richness and relief.

"How do certain colors find a place in the fashion picture of a certain season? Certain colors or hues are considered 'safe' in that they elicit a satisfying or soothing reaction. So specific colors have to be adapted to specific uses in the end product. For example, in at-home footwear (slippers or lounge footwear) the colors are soothing, restful, while in playshoes stimulating and exciting colors are used. Experience shows us, for instance, that while a cherry red is successful in dress shoes, the bolder basque red is a casual shoe color.

"But often these emotional reactions to color can be altered or refined by skillful designers and colorists. Witness, for instance, the new color harmonies previously 'inharmonious'—blue with green, pink with red, yellow with orange, brown with black, and the whole new range in the yellow-green family. Even the experts have been confounded by these new color combinations.

"Then again, why isn't one red enough? Why are thousand hues from pink to scarlet? As I mentioned before, primitives employ bright, pure colors. Thus, the use of many hues suggests the diversity of a highly complicated and developed culture.

"Why must this year's pink be different from last year's? Because in this way fashion expressed the dynamic evolution of our lives, creatively satisfies the hunger for change. We have gone far beyond a civilization satisfied with basic needs only, far beyond the food-shelter-and-clothing formula. In a society with our high living standards the satisfaction of fancy and impulse—as with color and fashion—may become actual necessities. Though this may complicate our lives, it also contributes to the more exciting and gratifying life."

## Penn Foremen Meet

Officers of the recently-organized Pennsylvania Superintendents' and Foremen's Association will be installed at a dinner meeting to be held Feb. 21 at the Mayfair in Wilkes-Barre, Pa.

Newly-elected officers are Nicholas Serino, president; Milton Zeldis, vice president; Fred Schwager, treasurer; Samuel Naparstek, secretary; and Steve Jurkovic, sergeant-at-arms.

Trustees of the Association include Irving Glass, Robert Ganley and William Kline. Directors are Orlando Gioni, Joseph Inglim, Michael Iacone and Basil Huff.

## WHAT NEXT?

## Ben Gold's Trial Postponed 5 Weeks

Trial of Ben Gold, president of International Fur and Leather Workers Union, on charges of falsely signing a non-Communist affidavit, has been postponed to Tuesday, Feb. 23, by U. S. District Judge Charles F. McLaughlin.

Gold was originally scheduled to face Government charges on Monday, Jan. 18.

Judge McLaughlin granted the postponement after hearing a battery of Gold's lawyers present arguments.

The Judge also granted a motion that Gold's lawyers be allowed to take a deposition from Gus Hall, former Communist Party secretary, now serving a sentence at Leavenworth Prison in Kansas. Hall was convicted along with 10 other Communist Party leaders of "conspiring to overthrow the Government of the United States."

Gold claims that Hall will testify to the fact that he (Gold) had resigned from the Communist Party previous to signing the Taft-Hartley affidavit.

## Set Maritime Fair

Dates of the forthcoming Maritime Shoe Fair, to be held at the Fort Cumberland Hotel, Amherst, N. S., have been set for Sunday, May 23, through Tuesday, May 25.



Louis J. Parent

Shoe travelers who cover the provinces of Nova Scotia, New Brunswick and Prince Edward Island will once again combine to sponsor and run the Fair. Another retail meeting is planned also.

Convention chairman is Louis J. Parent, sales agent for MacFarlane Lefavre, Ltd., and R. LaBelle, Ltd.

## HARDSHIP IMPOSED

### Seek Changes In Parcel Post Rules

#### New England Shoemen Are Opposed To Size and Weight Limitations

"The New England Shoe and Leather Association has been recorded with the Subcommittee on Postal Operations in the U. S. House of Representatives as being unalterably opposed to the current uniform size and weight limitations on fourth-class mail under Public Law 199," Maxwell Field, executive vice president, reported this week.

"The Association recommended repeal of P. L. 199 as well as a return to the parcel post size and weight limitations in effect prior to January 1, 1952—namely, up to 70 pounds in weight and 100 inches in length and girth combined, permissible for acceptance in all post offices—as being most beneficial both to its members, the Post Office Department and the American public in general," Field said.

"The Association substantiated its protests by claiming that this change in size of parcel post packages had not resulted in savings to the Post Office Department as had been predicted, but actually resulted in an additional net deficit of \$75,000,000 during 1953."

## NEW FASHION CONSULTANT

### Betty Green Joins Popular Price Show

Appointment of Betty Green as Fashion Consultant to the Popular Price Shoe Show of America was announced this week by co-managers Maxwell Field and Edward Atkins.

Mrs. Green is Fashion Accelerator for Independent Retailers Syndicate, Inc.

She will research the fabric and leather markets here and abroad, ready-to-wear and accessory design, and all other fashion influences significant to footwear. Her analyses will be presented to PPSSA style committee meetings during the week of the Leather Show early in March. She will also recommend promotional themes to the industry and contribute to the fall and winter

PPSSA fashion presentation which will be held May 2nd and 3rd in New York.

PPSSA shortly will name a fashion producer who will have charge of the presentation of its show.

Mrs. Green formerly was a specialist in teen-age fashion merchandising as fashion editor of *Calling All Girls* and *Parents Magazine* during which time she was responsible for dramatizing a number of merchandising opportunities in that market. Prior to that she had been one of the fashion editors of *Women's Wear Daily*.

Resignation of Ruth Hammer Associates, Inc., formerly Fashion Director for PPSSA, was also announced.

### Officers Re-Elected

Officers of the Rubber Heel & Sole Institute were re-elected at a meeting in New York on Jan. 15.

President is R. M. Hoffman of Victor Products Corp., Gettysburg, Pa. Other officers are Paul Fineman of Cat's Paw Rubber Co., Baltimore, Md., vice president; Robert A. Winters, secretary; M. J. Bornstein of American Biltrite Rubber Co., Chelsea, Mass., treasurer; and Forest Moor of Gro-Cord Rubber Co., Lima, O., director until 1957.

David Bernstein of American Biltrite was elected president of Elastic Colloid Research Corp., the Institute's research arm. I. B. Calvin of Bearfoot Sole Co., Wadsworth, O., is vice president; Sam Butman of Lynch Heel Co., Chelsea, Mass., is secretary; Forest Moor is treasurer; E. Colman Beebe of Beebe Rubber Co., Nashua, N.H., is assistant treasurer; and Robert Winters is assistant secretary.

Directors through 1957 are S. Schwaber of Monarch Rubber Co., Baltimore, Md., and W. P. Harty of Avon Sole Co., Avon, Mass.

### Faith In Future

Faith in the industrial future of Salem was evidenced recently by Leach-Heckel Leather Company. Planning a \$150,000 expansion and improvement program for its Flint Street factory, the company will not follow in the footsteps of other tanneries which have moved from the Salem-Peabody-Danvers area.

Leach-Heckel executives stated that they are staying in Salem, the leather center of the world for more than half a century, where there is "the best pool of leather craftsmen in the country."

## LIBEL SUIT

### Nettleton Sues United Shoe Workers

#### Claims CIO Union Pamphlet Injured Company's Credit and Reputation

One of the more startling developments in labor-management relations occurred last week when A. E. Nettleton Co. of Syracuse, N. Y., and its president, Henry W. Cook, filed suit for libel against United Shoe Workers of America and its top officers.

The suit seeks a total of \$1,100,000 in damages from the union, bargaining agent for Nettleton's production employees. More than 300 CIO shoe workers have been on strike at the Nettleton plant since Dec. 7, 1953.

The complaint, filed in the county clerk's office, names as defendants Russell Taylor, individually and as president of the union; James J. Mitchell, individually and as general secretary-treasurer, and Nat Marccone individually and as national director of the union.

The suit stems from the publication and distribution on or about Dec. 30, of a pamphlet entitled "So You Will Know . . . Background of the Nettleton Shoeworkers Dispute."

The shoe firm is seeking \$500,000, contending that the publication of the pamphlet greatly injured its credit and reputation



NEWLY APPOINTED product manager for fabricated shoe products of Dewey and Almy Chemical Co. is Cary S. Giles. He will handle development of new fabricated products for shoe, luggage and belt manufacturers and will assist company salesmen on customers' technical problems. Before joining the company in 1951, he had directed research at Tecnifax Corp. of Holyoke, Mass.

## Side Shipments Continue Large. Other Leathers Report Mixed Conditions

New Buying Hand To Mouth As Tanners Watch  
Hide Market, Read The Experts, And Wonder.

**Sole Leather Tanners report nothing doing.** Deliveries against old orders continue but new business very spotty. Buyers acutely conscious of raw stock fluctuations. Prices, however, generally unchanged as tanners wait for development of recently predicted increase in public demand for leather shoe bottoms.

Best light clear bends bring about 67c and down. Good 8-9 iron bends offered at 58c and down with superior leather asking 60c. Moderate call for 9-10 irons at about 51c and down with some tannages asking up to 53 or 54c. Over 10 irons usually brings about 48c and down, sometimes two cents more asked.

**Sole Leather Offal generally quiet.** Bellies continue the most active item with single shoulders next in demand.

Up to 29c asked for best steer bellies with most business done at 28-26c. Cows usually 26-28c. Good single shoulders still bring up to

38-40c but plenty available at slightly lower. Quality and trim the deciding factors. Double rough shoulders slow. A few move at just above 50c for specialty purposes. Most buyers want leather at 45c and down. Between 45 and 50c is the battle ground. Heads and shanks still quiet.

**Calf Leather deliveries good,** new business slow. Only when blue or red can be delivered immediately, is there much buying activity. Faltering raw skin prices have depressing effect upon buyers.

Prices generally unchanged as tanners await leather show for indication of future demand. Men's weights bring \$1.05 and down for best heavy regular finish leather; about 4c more for aniline. Top grades no problem but grades below 90c not too widely wanted.

Big shipments just now on women's weights in all selections. Lower grades not so sure of future. Up to about 95c asked for regular finish, 4-5c more for aniline. Small skins

continue to bring premium prices, up to \$1.04-\$1.05 for best aniline. Though shipments of 60-75c leather still good, new business for March deliveries not plentiful. No change in suedes. Lights very poor, heavies fair to good.

**Sheep Leather having good week.** Quite a few new orders for shoe linings reported. Garment sheep getting only moderate attention.

Best russet boot linings bring about 25c and down. Considerable shoe lining russet business reported at 15-20c with a few small orders up to about 22c. Colored vegetable linings asking 26c and down, get 25c and down in fair to good volume. Hat linings quiet. Chrome linings better, with 28c and down paid for best.

**Side Leather tanners very busy** making deliveries. Call for blue and red excellent and buyers taking everything available. New business on regular colors mixed. Some tanners booked far ahead, others face bleak late February and look to Leather Show for new hope. Prices fairly firm.

Heavy combination tanned kips priced at 64c and down for full grain leather. Corrected leather brings 54c and down for kips; about 50c

### Prices and Trends of Leather

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1953 HIGH
CALF (Men's HM)	73-1.05	73-1.06	80-1.05	95-1.20
CALF (Women's)	58-98	58-98	75-91	80-1.03
CALF SUEDE	60-1.00	60-1.00	80-1.05	85-1.10
KID (Black Glazed)	55-90	55-90	55-90	55-90
KID SUEDE	48-90	48-91	80-96	80-96
PATENT (Extreme)	53-58	53-58	56-62	60-64
SHEEP (Russet Linings)	15-25	15-25	18-32	18-32
KIPS (Combination)	52-54	52-54	55-57	64-68
EXTREMES (Combination)	44-50	44-50	51-53	56-59
WORK ELK (Corrected)	36-40	36-40	36-42	38-43
SOLE (Light Bends)	64-68	64-68	66-68	68-72
BELLIES	26-29	26-29	23-25	26-29
SHOULDERS (Dble, Rgh.)	44-50	48-51	50-53	51-56
SPLITS (Lt. Suede)	30-35	30-35	30-36	35-39
SPLITS (Finished Linings)	17-22	17-22	18-22	24-26
SPLITS (Gussets)	15-17	15-17	15-17	18-20
WELTING (1/2 x 1/4)	7-7 1/2	7-7 1/2	7 3/4	8
LIGHT NATIVE COWS	14 1/2	14-14 1/2	16	20 1/2

All prices quoted are the range on best selection of standard tannages using quality rawstock.

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and down for extremes; 44c and down for large. Lighter weights proportionately lower.

Chrome leather brings 50c and down for best heavy kips; 45c and down for extremes; 42c and down for large. Light weights move at variety of prices with most available in 30's.

**Split Leathers in hot competition.** Large quantities of finished linings made and sold at varying prices. Up to an 18-20-22c level obtained for best. Plenty available at less according to worth. Suede linings fairly active at 18-22c, with moderate business done in superior tannages up to 25-26c. Non-slip suede priced between 16 and 20c.

Steady call for heavy outside suede. Best brings 44c and down. Light weight outside suede splits very quiet. Slightly better interest in flexibles but work shoe and sole not too widely wanted.

**In New York,** side upper leather of most descriptions shows little evidence to indicate business will pick up. One trader believes that shoe factories coming up against renewal of labor contracts is the reason for slowness at this time. Others frankly admit they do not know why things are slow.

Buying still on glove tannages and on aniline dyed leather. Patent leather is slow right now but it is considered a good item for spring and when buying starts up again, patent will be right there.

Prices on sides continue about unchanged with elk about 38c to 41c and down and combination leather from 42-46c and down, all large spread 4 to 4½-ounce leather. Women's weight calf is about \$1.00 and down with volume trading in the 30's. Patent leather large spread is around 44c and down. Some might shade this price a cent or two and others ask higher. Patent still has a good export demand. Sheepskins are slow with garment leather quiet for the moment and not much doing in lining stock.

**Business in sole leather** is spotty here with some days quite active and others dull.

Prices remain the same with bends ranging from 49c to 65c as to weight. Bellies are definitely 28-29c with some asking 30c. Double rough shoulders are 44c to 48c for volume business with up to 54c quoted as to weight. Double rough shoulders continue quiet.

**Work glove cautious.** While an occasional order for work glove leather booked here and there, general situation remained about unchanged.

As a result, difficult to locate any volume business in work glove splits and prices more or less nominally unchanged. LM weight held at 14-15c for No. 1s, 13-14c for No. 2s, and 12-13c for No. 3s as to tannages. M weight of No. 1 grade is still quotable at 15-16c; No. 2 grade at 14-15c and No. 3 grade at 13-14c.

**Garment marks time.** Most larger cutters of garment leather still level off before placing any new important business with tanners.

Horsehide garment leather listed at 36c and down for good tannages with average price basis continuing around 33-34c.

In sheepskin garment leather, suede continues around 33-34c for good tannages and grain finish at 34-36c and down as based on last reported sales. Cowhide garment leather, depending upon tannages, has been bringing prices ranging from 30-33c.

**Bag, Case & Strap moderate.** Some of the buying has been described as seasonal in character but many purchases made to replace depleted inventories.

Prices holding steady. Case leather still brings around 40c for 2-2½ ounce and 42c for 3-3½ ounce. Strap leather quoted unchanged with Grade A listed at 49c for 4/5 ounce, 51c for 5/6 ounce, 53c for 6/7 ounce, 55c for 7/8 ounce, 57c for 8/9 ounce, 60c for 9/10 ounce and 63c for 10/11 ounce. Prices 2c less for Grade B and 4c less for Grade C.

Colors bring a premium of 3c and glazed 2c over above noted prices for russet.

**Kid Leather drags.** Philadelphia tanners report business has not become as active as they had hoped.

Black suede disappointing. Apparently black suede shoes have started to sell in quantity in the stores and orders have been placed for more shoes so that it is good among manufacturers. However, shoe factories seem to have sufficient inventory on hand to cover their orders and although they have made many inquiries in recent weeks as a result of the demand, they have not done any buying in quantity. Tanners feel that all of this foreshadows a big black suede season in the near future.

Sales of black glazed seem to have dropped. White is considered quite satisfactory by most local tanners. Nothing new reported on slipper

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**W. M. Henson**  
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leathers which remain very slow. Nothing reported on crushed or satin mats.

Price lists remain unchanged with no signs of increasing. Rawskins are "firm to high" in prices and generally unsatisfactory as far as tanners are concerned.

### Average Kid Leather Prices

Suede 32c-96c  
Slipper 25c-60c  
Linings 35c-55c  
Crushed 35c-75c  
Glazed 25c-1.00  
Satin Mats 69c-98c

**Sole Leather.** Sole leather tanners of Philadelphia report "nothing new" has happened since last week. The amount of business activity appears to be constant at a level which isn't considered too bad. No price changes.

**Belting Leather moderate.** Philadelphia tanners report a satisfactory amount of business.

No price changes quoted. However tanners seem to be fairly well satisfied with current volume of business done.

Curriers say business is "not bad, not good." Some feel that Jan. should have become more active but no one finds business anywhere near bad. Demand covers practically everything curriers have to offer with a little more emphasis on extra heavy.

Prices still unchanged with no signs of changing. Tanners getting their prices without too much trouble.

### AVERAGE CURRIED LEATHER PRICES

Curried Belting	Best Selec.	No. 2	No. 3
Butt Bends	1.25-1.35	1.23-1.31	1.16-1.27
Centers 12"	1.53-1.64	1.43-1.55	1.41-1.45
Centers 24"-28"	1.51-1.58	1.41-1.52	1.39-1.53
Centers 30"	1.47-1.52	1.37-1.47	1.35-1.43
Wide Sides	1.22-1.25	1.18-1.21	1.12-1.14
Narrow Sides	1.14-1.17	1.11-1.13	1.05-1.07

Premiums to be added: Ex Light, plus 5c-10c; Light, plus 7c; Heavy, minus 5c-10c; Ex Heavy, minus 5c.

### Tanning Materials

#### Raw Tanning Materials

Divi Divi, Dom., 48% basis shp't, bag.	\$72.00
Wattle bark, ton	"Fair Average" \$100.00
	"Merchantable" \$ 96.50
Sumac, 28% leaf	\$120.00
Ground	\$110.00
Myrobalans, J. I.'s Bombay	\$41.00
Sorted	\$46.50
Genuines	\$50.00
Crushed 42-44%	\$62.00
Valonia Cups, 30-32% guaranteed	\$54.00
Valonia Beards, 40-42% guaranteed	\$72.00
Mangrove Bark, Ecuadorian	\$54.00
Mangrove Bark, Colombian	\$58.50
Mangrove Bark, 38% E. African	\$71.00-72.00

#### Tanning Extracts\*

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	
Tank cars	4.40
Barrels, c.l.	5.30
Barrels, l.c.l.	5.65

Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	
Bags, c.l.	11.25
Bags, l.c.l.	12.00
Cutch, solid Borneo, 55% tannin	.08 1/2
Hemlock Extract, 25% tannin, tk. cars f.o.b. works	.0625
bbis. c.l.	.06 1/4
Oak bark extract, 25% tannin, lb. bbis. 6 1/2-6 3/4, tks.	.06 1/4
Quebracho Extract:	
Solid, ord., basis 63% tannin, c.l.	.11 31/64
Solid clar., basis 64% tannin, c.l.	.12 3/16
Wattle extract, solid, c.l., East African 60% tannin	.10
Wattle extract, solid, c.l., South African 60% tannin	.10
Powdered super spruce, bags, c.l. .05 1/4; l.c.l.	.05 1/4
Spruce extract, tks. f.o.b. wks.	.01 1/2
Myrobalan extract, solid, 55% tannin	.07 1/4
Myrobalan extract, powdered, 60% tannin	.10
Valonia extract, powdered, 63% tannin	.09 1/2
Quebracho Extract, Powdered, Swedish spray dried, 76-78% tannin	.16 1/4
Wattle Extract, Powdered, Swedish, 73% tannin	.15 1/4
Powdered Spruce, spray dried, Swedish	.04
Myrobalan, Swedish, Powdered 68-70%	.11 1/4
Oakwood, Swedish, solid, 60-62%	.11 1/2
Oakwood, Swedish, powdered, 64-66%	.12
Larchbark, Swedish, solid, 54-56%	.11 1/4
Larchbark, powdered, Swedish spray-dried, 58-60%	.12 1/4

### Tanners' Oils

Cod Oil, Nbd., loose basis, gal.	90-95
Cod, sulphonated, pure 25% moisture	12 1/2-13
Cod, sulphonated, 25% added mineral	11-11 1/2
Cod, sulphonated, 50% added mineral	10 1/2-11
Castor oil, No. 1 C.P. dra. l.c.l.	.22
Sulphonated castor oil, 75%	.23
Linseed oil, tks., f.o.b. Minn.	.15.2
drums	.16.7
Neatsfoot, 20° C.T.	.28-.29
Neatsfoot, 30° C.T.	.26-.27
Neatsfoot, prime drums, c.l.	.19
l.c.l.	.20
Neatsfoot, sulphonated, 75%	10 1/2-17 1/2
Olive, denatured, dra. gal.	2.20
Waterless Moellon	13 1/2-14
Artificial Moellon, 25% moisture	.13
Chamois Moellon, 25% moisture	.11-12
Common degrass	.12-13
Neutral degrass	.25-26
Sulphonated Tallow, 75%	.11-12
Sulphonated Tallow, 50%	.08-.09
Sponging compound	.13-14
Split Oil	.11-12
Sulphonated sperm, 25% moisture	.14-15
Petroleum Oils, 200 seconds visc., tks., f.o.b.	.14 1/2
Petroleum Oils, 150 seconds visc., tks., f.o.b.	.13 1/2
Petroleum Oils, 100 seconds Visc., tks., f.o.b.	.12 1/2

\*Imported Extracts are plus duty.



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## HIDES AND SKINS MARKET REPORT

# Hide Buying Still Mixed With Sales Slow To Develop

Light Hides Find Steadier Interest While  
Heavy Selection Show Downward Trend

**Big Packer hides mixed.** Some selections hold steady while others ease to lower levels. Steadiness most apparent in light hides, seasonally in small production, while more plentiful heavier hides definitely easier.

Only exceptions in heavier hides appeared to be northern low grub productions of heavy native steers and cows. Trading opened this week when one big packer sold 1,000 Albert Lea, Minn., heavy native steers at unchanged price of 12½¢. Also, the same packer sold 1,600 Chicago heavy native cows on the steady basis of 12½¢. Buying of these hides was attributed to specialty outlets.

Meanwhile, demand slow for productions from river points. Recent sales of river heavy native cows made at 12¢ while river heavy native steers sold down to 11½¢ on a fair volume

of trading involving late Dec. forward hides. Follow-up interest at these prices slow to develop as buyers influenced by the trading in branded steers at half cent lower levels.

Many sole leather tanners unwilling to meet the going market basis on latter hides and indicated still lower ideas by at least another half cent, bidding 9½¢ for butts and 9¢ for Colorados.

In addition to poorer quality factor at this season of the year, buyers also pointed out that branded steers run heavier in weight. Some lots of Colorado steers already average up to 75-78 pounds and in one quarter a lot of butt branded steers averaged as high as 80 lbs.

Demand has been so limited for the heavier weights of sole leather

## HIDE FUTURES

	Close Jan. 21	Close Jan. 14	High for Week	Low for Week	Net Change
April .....	15.00T	15.00T	15.20	14.91	—
July .....	15.13T	15.08B	15.26	15.03	+05
October .....	15.18B	15.10B	15.30	15.15	+08
January .....	15.23B	15.15B	15.31	15.15	+08
April .....	15.18B	15.05B	15.13	15.09	+13
July .....	15.13B	15.00N	15.15	15.15	+13

Total Sales: 170 Lots

## HIDE AND SKIN QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Heavy native steers .....	11 ½-12 ½	12 -12 ½	12 -12 ½	12 -12 ½
Light native steers .....	15	15	14 -14 ½	17 ½-18
Ex. light native steers .....	17	17	17N	20
Heavy native cows .....	12 -12 ½	12 -12 ½	12 -12 ½	13 -13 ½
Light native cows .....	15	15	14 ½	16
Heavy Texas steers .....	10N	10 ½	10 ½	10 ¾-11
Butt branded steers .....	10	10 ½	10 ½	10 ½
Light Texas steers .....	12 ½	12 ½	12N	15 -15 ½
Ex. light Texas steers .....	15N	15N	14 ½N	17 ½
Colorado .....	9 ½	10	10	10 -10 ½
Branded cows .....	11 -11 ½	11 -11 ½	11	13 -13 ½
Native Bulls .....	10 -10 ½	10 -10 ½	9 -10	9 ½-10
Branded Bulls .....	9 -9 ½	9 -9 ½	8 -9	8 ½-9
Packer calfskins .....	37 -45	37 ½-45	38 -45	42 ½-47 ½
Packer kipskins .....	25 -28 ½	25 -28 ½	24 -29 ½	29 -37 ½

NOTE Price ceilings have now been completely ended by the government. All remaining goods and services have been removed from price controls. All regulations winding up controls require that applicable records be held until April 30, 1955.

that unless this situation changes, these heavier hides are going to be difficult to move. Doubtful whether all the increased production of the heavier hides can be absorbed during the winter months even though there has been some export demand from time to time. Any weakness developing in heavier hides could very well undermine the market for lighter stock.

Limited interest reported for light native cows at the 15c mark which packers again realized late in the preceding week. On Monday of this week, one big packer was able to sell 2,400 Oklahoma City light average branded cows on the steady basis of 11½c but not much follow-up interest for heavier branded cows from northern points at 11c.

#### Independent packers moving.

Large outside packers sold about 1,100 northern bulls at 10½c for native and 9½c for branded. Some interest in northern St. Paul type low grubbing heavy native steers and cows but producers of such hides cleaned up their available stocks at the going prices in the preceding week and did not have many to offer.

Last sales of Sioux Falls, S. Dak., and Austin, Minn. heavy cows at 12½c. Meanwhile, Austin, Minn., heavy native steers also brought 12½c but Packers' Ass'n. at Chicago sold 1,400 at 12c and a large Iowa packer sold 750 from Ottumwa down to 11½c. Both the Iowa packer and Packers' Ass'n. sold several cars of branded steers at half cent lower prices or on the basis of 10c for butts and 9½c for Colorados.

New York packers last sold butts at 11½c and Colorados at 10¾c. Baltimore and southeastern light hides sold at 15½c for native and 13½c for branded while Pittsburgh native steers sold at 15c for lights and 12¾c for heavies.

**Small packers ease.** The limited interest caused anxiety on the part of some small packer hide producers who were more willing to sell hides this week.

Trade sources reported offerings of midwestern productions more numerous within the last trading range of 12½-13c selected fob. shipping points depending upon sellers and description of the hides involved. Tanners inclined to shy away and name lower ideas such as 12c while awaiting new

developments. Bids definitely lower on heavier stock and virtually impossible to repeat last paid prices of 12-12½c for 54-56 lb. avg. hides.

Very heavy hides averaging 64-65 lbs. sold again down to 9c flat fob. shipping points following earlier sales made at 9½c. Lighter averages received only spotty interest and while a few cars averaging down to 40-42 lbs. last brought 13½-14c flat fob., the tendency among tanners was to bid lower.

**Country Hides drag.** Sellers usually priced their offerings a half cent or so above last trading levels and tanners unwilling to follow. Interest even at last paid prices limited and some tanners inclined to bid lower.

As a result, trading stymied and market for locker-butcher hides free of renderers remained rather quiet and nominal around 10c and mixed lots of allweights containing renderer hides around 9½c for up to 50 lb. avg., flat trimmed fob. shipping points. Some buyers willing to pay these prices only for lighter averages such as 45-46 lbs. Some renderer hides alone obtainable at 9½c but tanners named ideas around 9c for these.

In carlots, glue hides ranged 7½-8c fob. Country bulls in limited supply but offered on a carlot basis at 7c fob. buyers' ideas 6-6½c.

**Calf holds.** A little interest in some northern allweight calf on the steady basis of 40c for heavies and 42½c for lights but not many of

these skins offered. Another car of about 6,000 St. Louis light calf sold on unchanged basis of 37½c while River heavy and light calf reported sold at 37c, some quarters estimating about 10,000 involved.

About 2,000 Evansville overweight kip sold at 27½c while previous trading involved Evansville kip at 28½c. Some packers indicated ideas of 29c for kip and 28c for overweights. Overweights in best call while demand for kip limited. No late sales of packer regular slunks confirmed and market still considered nominal around \$1.35. Large hairless quoted at 85c.

On small packer skins, sellers still talk 32-34c for good lots of allweight calf and 17-18c for kip in carload lots but some buyers reluctant to pay over 30c on calf and 16c on kip. Country skins in carlots nominally unchanged; calf quoted at 23c and kip at 13c.

**Horeshides steady.** Several lots of good northern slaughterer whole hides sold in the range of \$9.75-10.00 trimmed fob shipping points, indicating a fairly steady market. Some interest still at these prices but better productions from more desirable sections seem to be well sold up again. It is possible some less desirable lots could be obtained possibly at discounts from the above noted prices.

Good quality untrimmed hides range \$10.75-11.00 fob. Concerning cut stock, northern fronts quoted unchanged at \$6.00-6.50 and good quality 22" up butts at \$3.50-3.75 as based on last reported sales.



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**Sheep pelts wait.** Big packer fall clips last reported sold at \$2.00 and some are still obtainable at that price and less desirable lots even at \$1.90 despite the fact some sellers still ask up to \$2.25.

Big packer shearlings selling in a range of \$1.25-1.55 as to sellers and quality of the lots involved. Last sale of No. 2s was at \$1.05 and No. 3s at 75c.

Market for packer wool pelts quoted at \$3.25-3.45 per cwt. liveweight basis, last reported sales of Jan. productions in this range. Full wool dry pelts quoted at 24c delivered, last paid. Pickled skins selling at \$10.00 per dozen for sheep and lambs.

**Pickled Skins drag.** U. S. buyers still resist asking prices for New Zealand skins and on that account, relatively few sales confirmed.

Some North Island "WME" lambs sold at 79 shillings and "Waitara" lambs at 80 shillings while South Island "Islington" lambs brought 75

shillings and "CFM" lambs 81 shillings.

Iranian pickled sheepskin market mixed. While some selling quarters state that they could only interest buyers at very low prices, others claim that they are negotiating for a good sized quantity of skins at prices at better than last trading levels.

Domestic market weakened with sales of sheep and lambs at \$10.00 per dozen and further lots available at the same figure.

**Reptiles hold.** Buyers still sitting on the sidelines and only odd-lot sales can be confirmed.

Very little call for snakes and offerings of Madras bark tanned whips, 4 inches up, averaging 4½ inches, combined with skins averaging 4¾ inches, 70/30 selection, at 46c failed to interest buyers. Some wet salted Calcutta alligators, 10 inches up, averaging 13/14 inches, 80/20 selection, sold at \$1.00 an inch. A fair sized quantity of wet salted Bengal

back cut lizards, 9 inches up, averaging 10 inches, 80/20 selection, sold at 35c, the 10 inches up, averaging 11 inches at 45c and 11 inches up, averaging 12 inches at 55c.

The season isn't in full swing yet for Brazil back cut tejus. Bids of 59c fob refused for 20/60/20 assortment with 62c fob asked. Late sales have been reported at from 56-60c fob, as to sellers and lots involved.

Some Malayan ring lizards, 25 centimeters and up, averaging 30 centimeters, 50/50 selection, on spot sold at \$1.05 with reports of sales of Siam ring lizards for shipment down to \$1.00 although most sellers have been talking higher as they claim they can sell to Japan at better prices. Java ring lizards held at \$1.25.

**Deerskins drag.** Not many offerings and prices firm with shippers in many instances unwilling to accept bid levels. Some Peruvian "jacks" sold at 53c c&f, but it is difficult to interest shippers in Brazil "jacks" at 60c, basis manufacturers.

Reports from Siam that deerskins are extremely scarce and small arrivals are being taken by Japan at much better prices than can be realized here. New Zealand market slow and nominal.

**Pigskins want business.** Dealers bought some Peruvian grey pecarials at \$1.75 c&f.

A little export business going on with Europe and this has had a tendency to keep shippers firm. Manufacturers want to wait until their salesmen have contacted the trade and see what new business is written. They feel that this cold spell should help the sale of gloves and reduction in inventory may cause buyers to place orders for the new season.

**Dry Sheepskins scattered.** Shippers still unwilling to accept bid levels. Offerings of Nigerians at 72c per lb. for Sokotas and 61c per lb. for Kanos, basis primes. Buyers' ideas here for the Sokotas 67c per lb., basis primes, which sellers refuse to accept.

Brazil cabrettas firmly held at origin with not too many offerings; recent sales placed them in a well sold up position. Addis-ababa butcher skins firmly held and selling to Europe. Mocha blackheads quiet and nominal. Cape gloves and dry salted Sudans difficult to quote.

Wool sheepskin markets firm, not much business locally. At the Sydney, Australian auctions, 37,800 skins offered. Lambs par to one penny and all others one to three pence lower.

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# HYDRODITE

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MATAWAN, N. J.



## Modern Leathers Demand New Fatliquoring Approaches

But New Techniques And Products Are Resulting In Much Improved Leathers

By Dominic Meo  
Salem Oil & Grease Co.

The processes preceding fatliquoring directly affect the fatliquor in regard to the physical characteristics imparted to the leather. All must be considered before choosing the proper fatliquor. Once a consistency of procedure is established, the properties of many types of fatliquors can then be assessed and applied to give best results. Nevertheless, the increasing number of available products for fatliquoring today does not make for a simple system as it once used to be.

It is impossible to make similar recommendations to tanneries making identical products. Variations in the percentage of chrome (or extract), basicity of the chrome liquor, and inclusion or absence of masking agents, retannage with any of the many available retanning materials in use today, terminal pH after tanning, depth and length of neutralization, and many other factors must be taken into account. Contending for equal consideration is the system of drying following the fatliquoring; that is, whether the skins are to be hung in a loft for slow drying, wet-tacked, wet-toggled, pasted, or even dry-milled as in splits, not forgetting the humidity and temperature employed in the drying. Following the drying, is this leather going to be staked or simply crusted, buffed, and on to the finishing operation?

**Yet controlled penetration** could play an important part in imparting to leather the many physical requirements demanded. Therefore, we found that the extensions of this idea to most fatliquoring systems helped in simplifying the application of the various available products and to formulation of new ones to meet the different trend requirements. The

theory was especially suited to the application of sulphated oils, now commonly known as the anionic system.

A correlation of our field work had established that the softness of the leather was directly related to the penetration of that oil, and that the softness was not necessarily directly related to the percentage of oil added to the leather. Since ease of penetration was also directly related to the combined sulphate content of a sulphated oil where all other factors were kept constant, the sulphation of an oil took on added meaning. With sulphated oils as a base, therefore, and to which could be added any number of other materials, we arrive at the system as it is employed in most tanneries today.

**Much solvent extraction work** on finished leather showed that mineral solvents did not extract, but only a fraction of the sulphated oil added as a fatliquor. Even when these petroleum ether extractions were followed, chloroform, acetone, and alcohol, the total did not exceed 35 percent, even though the oils used were of a different nature, such as Cod, Neats, Castor, Spermin, etc.

The firm retention of a percentage of the sulphated oil added meant that a combination had occurred between the sulphated portion of the oil and the fiber or tanning agent. This combination took place as soon as the sulphated oil had been absorbed by the leather during the fatliquoring process, and subsequent operations did not alter the position of this bound oil appreciably.

Henry's work confirmed that migration of raw oils took place in leather during drying and also during the mechanical operations that followed with mineral oil having the greatest migration followed by Neats and Cod.

The examinations of the leather after these many extractions led us to believe that the migratory raw oils lent varying degrees of lubrication to the fibers; whereas, the more specific characteristics of the leather were due to the sulphatal portions of the oils combined in the leather.

The simple production of an emulsion is not necessarily the answer to proper fatliquoring because lubrication and character are not the same thing. In recent years new products have made their bow in the leather industry. These, too, can be manipulated by proper blending to approach the results obtained with the anionic systems. However, although the lubricity of these products might be called satisfactory, the character that they impart to the leather leaves, in general, something to be desired, except in those particular cases where extreme sensitivity makes these newer products better adapted.

**Assuming that the tanner** has stabilized his system to where uniformity can be obtained from pack to pack, he can bear in mind the following factors: penetration produces softness; less penetration, more firmness; greater neutralization, greater softness; less neutralization, more firmness. The leather should be washed free of inorganic salts prior to fatliquoring, even though the fatliquoring system may not be disturbed by the presence of salts.

An aqueous phase that disturbs the stability of the emulsion from pack to pack is bound to produce uneven results. The pH of the emulsion should be adjusted so that it will not alter the shade of the dye on the leather. If the leather is to be pasted, it should have a fair amount of oil on the surface so that the leather will not adhere too firmly to the plates—and yet not too great an amount to interfere with the subsequent buffing for corrected leather.

**Water has a great influence** on the character and stability of the emulsion. Hard water will alter the stability of the same emulsion made in soft water. The stability of the emulsion is important because the exhaustion of the fatliquor is related to this stability; and if the exhaustion of the fatliquor is not uniform from load to load, there is also bound to creep in some differences in the feel of the leather, as well as in the take-up of the finish. The deposition of the fatliquor influences the finishing operation to quite a degree.

Paper delivered at Tannery Symposium, Milwaukee, January 16.

## Retannage With Reduced Chrome Of Various Basicities

Studies Made At Griess-Pfleger And Trostel Tanneries Also Apply To Suede And Split Leathers

By J. T. Chain  
Diamond Alkali Company

It was found that the efficiency of a chrome retan is affected directly by degree of basicity of the tanning material. The higher the basicity, the more chrome is combined with the leather.

The use of calcium formate usually restricts the exhaustion of the chrome retan.

A highly basic chrome penetrates to the same extent as a low basic tan.

The object of this investigation was the study of the  $\text{Cr}_2\text{O}_3$  distribution and exhaustion resulting from the retannage of side leather with reduced chrome of various basicities.

I wish to express my appreciation to the Albert Trostel and Sons Co. and to the Griess-Pfleger Tanning Co. who made these tests possible.

The series at Trostel's was run on leather in the blue which had been tanned using formate as a buffer. Eight 100-lb. lots were run on 6 oz. kips.

The following procedure was employed:

### Used:

8 lots of LM Kips—100 lbs. each. Blue, shaved, weight.

### Procedure:

Float 21 gals. @ 100°F. Mill 10 mins.

Drain.

Float 3½ gals. @ 100°F.

Add: Chrome (as shown below)  
2 gals. water @ 100°F. Run 45 mins.

Add: 5½ oz. Bicarb in ¾ gal. water @ 90°F. in two feeds 5 mins. apart.

Run 25 mins.

Float 20 gals. water @ 90°F.

Wash 5 mins. @ 90°F.

Drain.

Float 20 gals. water @ 90°F.

Add 1¼ lbs. Borax in 1½ gals. water @ 90°F. Run 20 mins.

Drain.

Float 15 gals. water @ 120°F.

Add: 3 lbs. Filler. Run 5 mins.

Add: 1 lb. Hematine; 13½ oz. Bottom Black; 2 oz. Fustic; 2½ gals. water @ 125°F.; ½ oz. Bicarb. Run all these 20 mins.

Add: 2 oz. Copperas in ½ gal. water @ 90°F. Run 10 mins.

Add: 2½ oz. Formic Acid in ½ gal. water @ 90°F. Run 10 mins.

Wash 5 mins. @ 130°F.

Drain.

Float 12½ gals. water @ 130°F.

Add: 3½ lbs. low sulfonated neats-foot oil plus emulsifiers; 1½ gals. water @ 130°F. (Run these 30 mins.); 2½ oz. fungicide on top of fatliquor.

Float 16½ gals. water @ 90°F.

Turn 6 times.

Float 25 gals. water @ 90°F. Pull.

Sampled before retannage in back, belly, and butt positions for analyses. Sampled in crust in three above positions for analyses. Also, sampled in butt for stratigraphic analyses.

The chrome used was from commercially prepared basic chromium sulfate.

Test	% $\text{Cr}_2\text{O}_3$	% Basicity	% Ca Formate	pH After Cr	pH After $\text{NaHCO}_3$	pH After Borax	pH After Formic	pH Final
1	.72	35	X	3.50	3.80	6.18	...	3.80
2	.72	43	X	3.62	3.92	6.05	3.90	3.90
3	.75	47	X	3.51	3.88	6.20	3.98	3.82
4	.75	58	X	3.60	4.00	6.53	3.90	3.82
5	.72	35	.75	3.78	4.01	4.00	3.51	3.60
6	.72	43	.75	3.80	4.00	4.08	3.49	3.61
7	.75	47	.75	3.73	3.95	4.11	3.60	3.70
8	.75	58	.75	3.90	4.28	4.40	3.70	3.70

To illustrate the  $\text{Cr}_2\text{O}_3$  distribution obtained by the use of retanning a group of graphs has been made. The  $\text{Cr}_2\text{O}_3$  percentage is based on the hide substance.

**Graph #1:** The retan was made with a 35% basic tan, with and without Calcium Formate. From this graph, certain conclusions may be drawn:

1. The calcium formate gives slightly more uniform distribution.
2. The calcium formate reduces the total chrome taken up by the skins.
3. Calcium formate does not appear to affect the middle layer or, in the amount used, does not penetrate to the inside.

**Graph #2:** This test was run similarly to the first, substituting a 43% basic chrome. The results are similar with the grain and flesh side showing the largest difference in  $\text{Cr}_2\text{O}_3$  take-up.

**Graph #3:** By using a 47% basic chrome, we still have the same general conclusion. The formate is most effective on the outside layers and the total  $\text{Cr}_2\text{O}_3$  is reduced.

**Graph #4:** A 58% basic chrome was used in the experiment and in general, yields the same results as the other three runs.

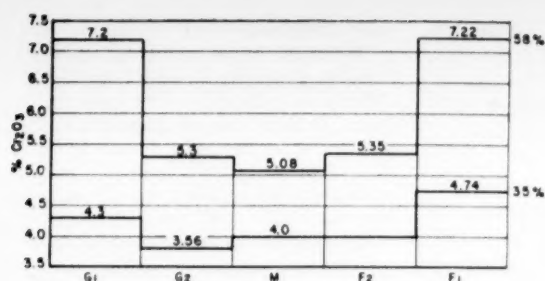
**Graph #5:** This composite graph of the eight tests illustrates the total  $\text{Cr}_2\text{O}_3$  of the five layers as a result of the retan. The calcium formate in the retan definitely reduces the  $\text{Cr}_2\text{O}_3$  taken up by the leathers.

**Graph #6:** This graph illustrates the  $\text{Cr}_2\text{O}_3$  distribution obtained by retanning with a low and a high basicity chrome tan. The distribution of the chrome appears to be similar and the difference is one of degree. The better efficiency of the 58% basicity tan is very clearly shown.

**Graph #7:** This graph compares the low and the high basicity retans in which calcium formate was present in the retan. In spite of the presence of the formate, the yield from the high basis chrome is much the better.

It would appear from this series of graphs that the more uniform distribution of  $\text{Cr}_2\text{O}_3$  obtained on this leather from the use of calcium for-

Talk delivered at Tanning Symposium Milwaukee, January 16



Graph No. 7

mate is the result of poorer fixation of the chrome in the areas affected by the buffer salt.

There are no graphs on the grease distribution because of the difficulty in explaining the difference as a function of the different retans.

Another series of tests were run at the Greiss-Pfleger Tanning Co. on 8½ oz. double side leather for black dress upper. This leather had been previously tanned without the use of formate or any other buffer salt.

The following general procedure was used:

**Lot D1:** 17 sides, 100 lbs., split to 8½ oz. dbl. for black dress upper leather.

Wash 15 mins. @ 110°F. Drain to a good float.

Add 3 lbs. of 35% basic tan, previously dissolved, and ¾ lb. calcium formate.

Run 45 mins. pH spent liquor 3.9—Wulff. pH under grain 3.9—Wulff.

Add ¼% Ammonium bicarb. Run 30 mins. pH spent liquor 4.1—Wulff.

Wash 20 mins. @ 100-120°F. Drain to a good float.

Give direct black dye @ 120°F. Run 30 mins.

Add Logwood, Chestnut, and Wattle extract. Run 30 mins. Add 1 oz. sodium bichromate. Run 15 mins.

Wash 10 mins. @ 100 to 140°F.

In a good float at 140°F., add 2 lbs. Filler dry through the door. Start.

Add 4 lbs. Mayonnaise-type oil. Run 15 mins.

Add on top 1¾ lbs. Low sulfonated oil. Run 20 mins.

Cool and horse.

**Lot D2:** 17 sides, 100 lbs. black dress upper. 8½ oz. dbl.

Wash 10 mins. @ 110°F. Drain to a good float.

Add 3 lbs. 35% basic tan, previously dissolved. Run 45 mins. pH under grain 3.9.

Process as above—regular.

**Lot D3:** 17 sides, 100 lbs. black dress upper. 8½ oz. dbl.

Wash 10 mins. @ 110°F. Drain to a good float.

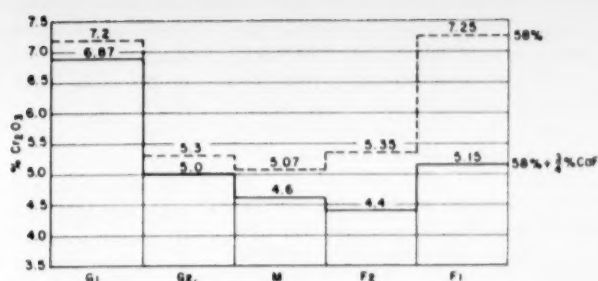
Add 3 lbs. 58% basic tan previ-

ously dissolved, plus ¾% calcium formate.

Run 45 mins. pH of liquor 4.0-4.1, Wulff.

Add ¼% ammonium bicarb.

Run 30 mins. pH of liquor 4.1-4.2, Wulff. Process regular.



Graph No. 2

**Lot D4:** 18 sides, 100 lbs. black dress upper. 8½ oz. dbl.

Retanned with 58% basic tan—3%. No formate. Process as above.

Samples of the whole series were taken to establish the Cr<sub>2</sub>O<sub>3</sub> content prior to retanning.

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After the pasting operation, ten samples were taken from the backbone area for stratigraphic analysis.

There was no crackly grain on any of the sides. The experiment in which there was no retan fell off in the belly the most.

As on the Trostel leather, a series of graphs has been made to show stratigraphically the  $\text{Cr}_2\text{O}_3$  distribution.

**Graph #1:** This graph illustrates the  $\text{Cr}_2\text{O}_3$  distribution on leather retanned with a 35% basic chrome tan with and without the addition of calcium formate. The high chrome content on the grain obtained by the retan containing calcium formate is contrary to all our previous experience. Again, but little effect in the center layer as a result of the use of the formate is noted.

**Graph #2:** The graph is the result of retanning with a 58% basic chrome. The leather retanned with the formate present contains less chrome in all the layers with the biggest difference being in the two flesh layers. (See illustration.)

**Graph #3:** Leather retanned with a 47% basic chrome again shows the reduction of  $\text{Cr}_2\text{O}_3$  combined with the leather as a result of the calcium formate. Both the grains and flesh layer seem to be most affected.

**Graph #4:** The total  $\text{Cr}_2\text{O}_3$  content of the different experiments are illustrated by this graph. The overall  $\text{Cr}_2\text{O}_3$  content of the leather before retan was 4%. The low basic tan plus the formate shows the unusual condition of being slightly higher in chrome than the leather retanned minus the salt. Both the high and medium basicity retan follows the same trend as all the other experiments.

**Graph #5:** This represents stratigraphically the  $\text{Cr}_2\text{O}_3$  distribution of leather retanned with a 35% basic chrome and leather that had no chrome retan. Strangely enough, both the  $G_1$  and  $G_2$  layers show less chrome as a result of the retanning. There appears to have been a redistribution of the  $\text{Cr}_2\text{O}_3$  with the layers having the least chrome taking up chrome and the more fully tanned layers losing chrome.

**Graph #6:** This shows the same comparison as Graph 5, substituting a 47% basic chrome for the 35% one. At this basicity, there is no sign of redistribution and it appears to be an additive function.

**Graph #7:** The comparison of a

35% basic tan with a 58% basic tan again establishes the greater efficiency of the high basic tan. The experiments at both Greiss-Pfleger and Trostel, in which we compared a 35% basic tan with a 58% basic tan, also indicates that, contrary to general belief, good penetration can be obtained with the high basic tan, the penetration being very similar to that obtained with the low basic chrome. (See illustration.)

There are no graphs presented on the grease distribution because no

valid conclusions can be drawn.

While this work was done on side leather, there should be much of interest to a split tanner or a suede tanner. It is of utmost importance if leather is to be colored and fatliquored properly, not only to have sufficient chrome, but to have it where you want it.

In spite of the fact that this series of experiments was conducted using calcium formate, there is no reason to suspect that the results would be different if sodium formate had been used.

## SHOE BUYING HABITS

# BLS Study Shows How Family Spends

Although the average family in Albuquerque, N. M., spends \$20.43 annually for men's shoes and \$26.81 for women's footwear, the same family in Atlanta, Ga., spends each year some \$14.35 for men's footwear and \$21.83 for women's.

These and similar figures for average family expenditures in 47 other states have been prepared by *Printers' Ink* based on findings by the Bureau of Labor Statistics.

The Bureau's latest survey, made for the year 1950, originally covered 91 cities, 10,800 families and 1,700 single customers. *Printers' Ink* has listed only the 49 cities in which samples were big enough to give solid figures under an income break. Some 46 different types of products were covered.

Following is a listing for annual footwear in 49 cities:

City and state	Men's footwear	Women's footwear
Albuquerque, N. M. . . . .	\$20.43	\$26.81
Atlanta, Ga. . . . .	14.35	21.83
Baltimore, Md. . . . .	15.69	20.25
Birmingham, Ala. . . . .	15.17	20.88
Boston, Mass. . . . .	15.41	22.04
Butte, Mont. . . . .	16.87	23.48
Canton, Ohio . . . . .	17.65	23.65
Charleston, S. C. . . . .	13.92	16.44
Charleston, W. Va. . . . .	21.29	27.66
Charlotte, N. C. . . . .	15.30	22.09
Chicago, Ill. . . . .	21.10	25.53
Cincinnati, Ohio . . . . .	16.25	22.12
Cleveland, Ohio . . . . .	24.21	30.17
Des Moines, Iowa . . . . .	17.85	21.64
Evansville, Ind. . . . .	15.48	19.57
Hartford, Conn. . . . .	18.93	24.68
Huntington-Ashland, W. Va. . . . .	14.18	23.58
Indianapolis, Ind. . . . .	16.98	21.98
Jackson, Miss. . . . .	17.23	27.42

Kansas City, Mo. . . . .	15.47	26.11
Little Rock-No. Little Rock, Ark. . . . .	15.75	27.04
Los Angeles, Calif. . . . .	19.02	21.63
Louisville, Ky. . . . .	14.41	18.84
Madison, Wis. . . . .	15.73	23.21
Miami, Fla. . . . .	16.79	25.22
Milwaukee, Wis. . . . .	19.01	24.17
Minneapolis-St. Paul, Minn. . . . .	16.62	23.52
New Orleans, La. . . . .	16.45	21.53
New York City, N. Y. . . . .	18.72	27.21
Northeastern New Jersey . . . . .	18.14	25.64
Norfolk-Portsmouth, Va. . . . .	12.65	19.09
Oklahoma City, Okla. . . . .	18.27	28.25
Omaha, Nebr. . . . .	17.10	22.25
Philadelphia, Pa. . . . .	17.03	26.06
Camden, N. J. . . . .	15.69	18.02
Pittsburgh, Pa. . . . .	20.76	29.40
Portland, Me. . . . .	14.82	18.39
Portland, Ore. . . . .	13.62	19.20
Providence, R. I. . . . .	15.90	20.08
St. Louis, Mo. . . . .	15.16	24.33
Salt Lake City, Utah . . . . .	18.17	22.64
San Francisco-Oakland, Calif. . . . .	15.44	22.47
San Jose, Calif. . . . .	29.55	19.32
Scranton, Pa. . . . .	15.30	19.49
Seattle, Wash. . . . .	18.37	25.33
Sioux Falls, S. D. . . . .	16.76	21.08
Wichita, Kan. . . . .	17.13	20.45
Wilmington, Del. . . . .	17.23	25.60
Youngstown, Ohio . . . . .	21.03	26.18

## Brennan To Move

Brennan Shoe Co. of Marlboro, Mass., which recently purchased the Curtis Shoe Co. plant, also of Marlboro, will probably begin production at the Curtis plant on Jan. 28, according to Matthew Brennan, president of Brennan Shoe.

Machinery and equipment of Curtis were sold at auction on Jan. 14 and the plant cleared for its new occupant. Brennan equipment and personnel will be moved lock, stock and barrel to their new location which contains four floors and a basement.

The Brennan firm makes slippers and moccasins. Production is estimated at 1,000 pairs per day.



## Point-Of-Sale

**Running A Sales Meeting.** How do you conduct a successful sales meeting? A recent extensive survey among salesmen revealed some interesting "do's" and "don'ts." Here are some of the highlights.

Salesmen don't like a let's-go-out-and-knock-'em-dead type of meeting.

They don't like long, drawn-out meetings.

They don't like the idea of company executives moving in and out of the meeting room at will.

They don't want concocted pep talks by executives.

They resent any glossing over of the product's weak points.

They don't like long-winded presentations, canned talks, false claims, and half-truths.

But what they do like is a complete description of the product, its uses, its current applications.

They like tips on how to sell the product.

They like charts, models or films to bring out sales points.

They like strong comparisons with competitive products.

They like ideas on how to meet competitors' sales arguments.

They want demonstrations on how to sell the product.

They want market data, details on company advertising and promotion programs.

And lastly, a question-and-answer period to clear up vague points.

**Sales challenge.** One of the nation's leading sales executives has made a penetrating study of why people don't buy. He claims that there are only six basic buying objections known to all selling—and that any other objection is merely an extension of one of these six.

1. Price too high.
2. My trade won't buy that product.
3. Have enough stock.
4. Won't buy from new source.
5. Just a sideline—not important item.
6. I've tried that; it doesn't work.

**Better salesmen, not more.** An extensive survey by *Purchasing* magazine reveals that 87 percent of the nation's purchasing agents believe that today's need is not for more salesmen but better sales management and training.

Some 72 percent of the purchasing men claimed that only about a fourth of the calls made on them represent sound, aggressive, competitive selling. More than half of the salesmen's calls are merely routine, they said.

And 71 percent of the purchasing agents report a substantial increase in the number of salesmen calling on them; 67 percent said there was no change in the quality of the salesmen, while 25 percent think the quality is better, and eight percent think it's poorer.

**Salesmen's excuses.** Tougher selling, such as in the period ahead,

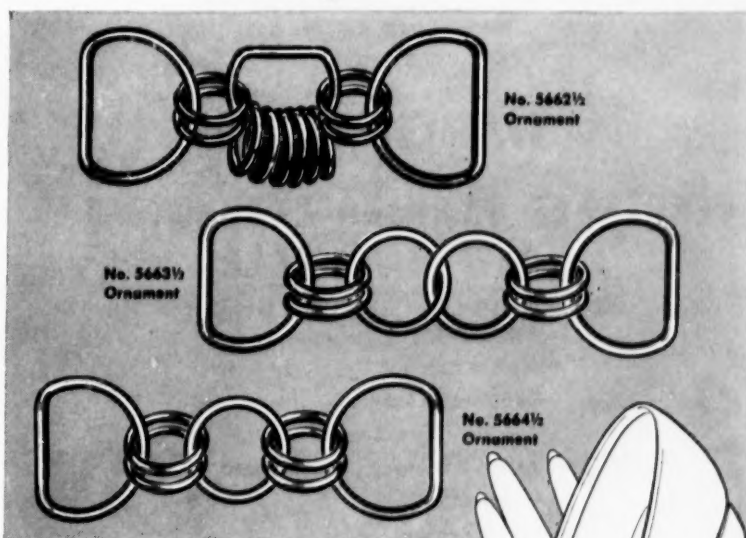
will bring more salesmen's excuses, according to *Nation's Business*. Says the magazine, "Remember 1940? Then it was, 'War's around the corner.' Remember 1945? The salesmen said, 'Postwar conversion now—let's wait till normal.'"

"Salesmen who brought back those 'good reasons' from prospective customers lost out on two trillion dollars worth of business done by salesmen who sold the customers who 'wouldn't buy' during those years and since.

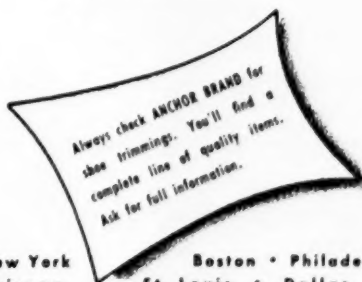
"What are you hearing today? Readjustment . . . recession . . . leveling-off. . . ."

"Tell 'em about the two trillion."

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## Letters

### Hide Price Supports

Sirs:

I was very much interested in the summary of criticism of my proposal for government hide price supports, as appeared in the "News X-Ray" section of your January 2nd issue.

I want to be honest. My proposal had been presented without the benefit of the views, either pro or con, which you so kindly carried, sufficiently to make up my mind as to whether the proposal merited adop-

tion. However, the arguments against the proposal do not appear completely unanswerable:

1. That supports would prove unfavorable in the long run.
2. That government supports are bad in principle.
3. That hide supports would encourage a switch to synthetics or reduce the demand for shoes.
4. That hide supports would result in higher shoe prices.

I have never believed in government controls except when absolutely necessary. But the cattle raising and leather producing industries are im-

portant to the economy and national defense, and hence are entitled to government consideration *as long as any other industry or group, such as sheep raisers, receives government benefits*. At least until normal costs, supply and demand factors can affect readjustment of cattle population and slaughter in an orderly manner.

Hence, government supports in this instance aren't necessarily bad in the long run—for the proposal was not made for such a long run, but only until the cattle cycle turns down definitely.

Nothing is more dangerous to the leather business than the instability of hide prices that makes it risky for a shoe manufacturer to put leather into his lines. But it need not necessarily involve additional hide cost. I don't know at what level hide price supports could be placed. They might, for example, be placed at levels current in 1953 only to prevent them going any lower.

Any additional cost of hides would result in only a relatively insignificant increase in the cost of shoes. The total raw material ingredient in the cost of a pair of shoes at retail is probably only 10-12 percent. Nor do I believe (perhaps erroneously) that a 10-25c increase in a pair of shoes will substantially affect the demand for shoes.

But the condition which some critics fear is a real one: that of styling and promotion, if not imposing sales of shoes made out of cheaper raw materials such as synthetics. It is a sad reflection on our shoe manufacturers and retailers that we, as consumers of their product and producers of its leather ingredients, have to be aware of this factor.

My proposal was not only for a leather producers' support program but also for a cattle producers' support program, analogous to that on wool. My proposal was put forth to enable the government administration to make a gesture toward the cattle raising industry that might save the Administration from losing its tenuous majority in Congress in 1954.

While I concede that the hide price support program involves some risks of detriment to the industry, I still think that those risks may be more than balanced by the probability of gains to it, and to the economy as a whole, if it is adopted.

Charles A. Weil

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Sirs:

Not that I haven't enjoyed L&S in the past. Far from it. The magazine has always been one of my favorites, and your editorials are read by many people in our plant and offices.

Advertising Manager  
Fred Rueping Leather Co.  
Fond Du Lac, Wis.

Sirs:

The thoughts expressed were certainly very appropriate, and I think it is a fine thing for a business magazine to express a viewpoint in that way.

General Shoe Corp.  
Nashville, Tenn.

Sirs:

Fred J. Weber

Weber Shoe Co., Inc.  
Tipton, Mo.

Sirs:

Mrs. Harriet Miller

So-Lo Marx Rubber Co.  
Loveland, Ohio

**T. A. Richmond** . . . 90, retired *shoe foreman*, died recently at his home in Middleboro, Mass., after a long illness. A veteran shoe executive, he was a foreman at the Keith & Pratt Shoe Co., former Middleboro firm for many years before his retirement. He leaves several nieces and nephews.

**John E. Coutsonikas . . . 57, shoe executive,** died recently in Nashua, N. H. He had been a foreman at the

J. F. McElwain Co. shoe plant at Nashua for the past 20 years. A native of Greece, he had resided in Nashua for 47 years. Surviving are his wife, Rose; a son, daughter, two brothers and a sister.

**Nathan Gerber** . . . 72, *shoe executive*, died suddenly Jan. 18 after being fatally stricken with a heart attack while at his plant in Lawrence, Mass. A veteran shoe man, he was co-owner with his son Abraham of Gerber Shoe Co. in Lawrence. A native of Russia, he came to the U. S. 50 years ago and opened his plant in Haverhill in 1923 after a short time in the leather business.

January 23, 1954

# PEOPLE

*About industry personalities coast to coast*

• **Nat Elson**, previously with United Back Corporation, has resigned and joined Lazar Backing-Division of Peters Bros. Rubber Company, Brooklyn, New York.

• **David A. Graesser** has been named manager of research at the Bridgeport, Conn., plant of Singer Manufacturing Company. Graesser was formerly manager of the Elizabethport, N. J., factory experimental department.

• **Henry B. Gorman**, who has been associated with the United Shoe and Leather Co. of Mexico City, has retired and plans to return to the U. S. in the near future.

• **Russell C. Parrish** has resigned as president and sales manager of Knoxville Glove Company, Knoxville.

• **Morris R. Brilliant**, president of Brilliant Bros. Co., wholesale shoe firm, retired recently. **Pauline Brilliant** succeeds him as president.

• **Joseph C. Goyette**, Haverhill shoe consultant and active in shoe labor affairs, has signed a Government contract for service overseas for the third consecutive year. Goyette will act as shoe consultant in France.

• **George L. Smith**, president, treasurer and director of G. R. Kinney Co., Inc., New York shoe chain, has again accepted chairmanship of the Boots & Shoes Division of the Legal Aid Society's annual fund raising campaign.

• **Robert M. Abbott** has been appointed a salesman in the leather division of Warren Belting Co. of Worcester, Mass. The son of **George L. Abbott**, president of the firm, he recently returned from two years' service in the Navy.

• **William Scheft** succeeds his father as the newly elected president and treasurer of **H. Scheft Co.**, Boston, operator of shoe stores and departments. **Saul Kaplan** was elected vice

president. Re-elected were: **Theodore Scheft**, assistant treasurer; **Elmer Rigelhaupt**, assistant treasurer; and **Melvin Rosenbloom**, clerk.

• **John W. Morgan** of Morgan, Bown & Kearns, Boston, has been elected chairman of the Massachusetts labor relations group, a section of the American Bar Association. Morgan, prominent for the past 20 years in the leather industry as a leading labor-management relations legal counsel,



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has authored many writings in this field, including a widely read series on labor relations in the leather industry, published in **LEATHER AND SHOES**. The organization chairmened by Morgan is a group of Massachusetts legal authorities specializing in the field of labor relations law.

• **Bruno Moles**, cutting and pattern executive for Triple Novelty Footwear Co., Inc., Maspeth, for some 13 years, has resigned from the firm.

• **W. C. Abbott** has been appointed assistant manager in charge of the sheep and shearing divisions at A. C. Lawrence Leather Company, Peabody.

• **Mrs. Phyllis Gird DeLeon**, stylist, formerly with Adore Shoe Co. and Sbicca of California, has joined Sun Cal Footwear, Inc., Los Angeles manufacturer.

• **Charles W. O'Connor**, president of Compo Shoe Machinery Corp., Boston, has been named chairman of the Industrial Committee of the New England Council.

• **Charles W. Marcille, Jr.**, has been elected treasurer of Western Last Company, St. Louis, by the firm's board of directors.



• **Max Rosenzweig** has been named buyer of women's and children's shoes for John Wanamaker, New York City.

• **Harry Hunt** has joined the Hide Department of Packing House By-Products Co., Chicago.

• **Forrest L. Rudd** is the new superintendent of the Sikeston plant of International Shoe Company.

• **Merrill Watson** of the National Shoe Manufacturers Association, Inc. has been re-appointed a member of the Business Research Advisory Committee of the Bureau of Labor Statistics, U. S. Department of Labor, in Washington.

• **William E. Owen**, former product manager of Textileather Corp., Toledo, Ohio, has been named assistant district manager of the company's New York office. Lawrence F. Ryan, Jr., succeeds Owen as product manager with John Reilly as his assistant.

• **John W. Daggett** has been named agent for American Hide & Leather Company. He will represent the firm in the Milwaukee-Chicago areas, maintaining offices at 4931 North Berkeley Blvd., Milwaukee.

• **John B. Love** has been appointed assistant manager of the Willimantic Mills of The American Thread Company, Willimantic, Conn. For the past two years Love has been assistant to the agent of the mills.

• **Richard M. Baker** has been appointed advertising and sales promotion manager for Ansul Chemical Company, Marinette, Wisconsin. Brad Sebstad was named publicity and publications manager for the firm.

• **John Justin, Jr.**, president of H. J. Justin & Sons, Inc., Fort Worth, Texas, manufacturer of cowboy boots and other footwear, was one of a group of outstanding young business executives who attended a one-week advanced management seminar at Harvard opening Sunday, Jan. 17. The course was sponsored jointly by Harvard Business School and the Young Presidents' Organization of which Justin is a member.

• **Raymond A. Mills**, vice president and general manager of Endicott-Johnson Corp., Endicott, N. Y., has been elected a director of the Endicott National Bank. He is also a director of the Lehigh Safety Shoe Co.

## NEWS QUICKS

*About people and happenings coast to coast*

### Arkansas

• **Frolic Footwear, Inc.**, has sold the larger of its two plants in Jonesboro.

### California

• **Cal-Mocs**, 11024 Washington Blvd., Culver City, has been organized for the production of moccasins with Jack Rusoff as principal.

### Georgia

• **Greene Shoe Enterprises, Inc.**, has been organized in Atlanta for the purpose of operating leased shoe departments in men's specialty stores throughout the Southeast. Frank R. Greene is president of the new corporation.

### Illinois

• **The Litchfield plant of Brown Shoe Company** has been closed this

week because of "excessive inventory on staple lines." The firm will resume work next week at its regular rate of 3000 pairs of shoes.

### Maine

• Former employees of the **Federal Shoe Corp.**, Lewiston, now out of business, are fighting to obtain some \$7,666.66 in vacation pay from the company. The case has been referred to the Supreme Court.

• Spring construction is planned for the new **Swift and Company** tannery in South Paris. The tannery will be one of the most modern in its field, costing in excess of \$1,000,000.

### Massachusetts

• **Sarra-Sandler Fenton Co.**, 53 Spark Street, Brockton, has reached an agreement with BSAC locals on a price list for their new line of children's shoes.

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- In a suit on the use of the name "Haymakers" **Avon Shoe Co., Inc. and Haymaker Shoe Corp.** have asked for dismissal of defendants' counterclaim that they had abandoned their rights in the trademark "Haymakers." Avon and Haymaker companies are seeking to enjoin David Crystal, Inc., B. Altman & Co., Best & Co., Inc., and John Wanamaker from using the mark "Haymaker" in connection with women's sportswear.

- **Advance Leather Co., Inc.**, 80 Foster Street, Peabody, has been organized for the tanning of a general line of splits and sheepskins. Thomas E. Corcoran is principal.

- **Irving Tanning Co.**, 134-140 Beach Street, Boston, has recently become an associate member of the National Hide Association.

- Suit of **United Last Co.**, Boston, United Shoe Machinery subsidiary, against Brunswick - Balke - Collender Company was recently dismissed in Federal Court at the request of the plaintiff.

- To tell the story of its innersole process, **Prime Manufacturing Co.**, Lynn, is making a movie for use in sales and training of shoe factory operators. Because interest in the stuck-on rib process has developed not only in the U. S. but also in many foreign countries, picture captions will be made in four languages.

### Mississippi

- **R. E. Kennington Company**, Capital Ave., Jackson, has become affiliated with Allied Stores Corp.

### Missouri

- In December **Brown Shoe Company** purchased an additional 1,000 shares of Regal Shoe Co. stock.

- **Darling Baby Shoe Co., Inc.**, St. Louis, manufacturer of soft soled baby shoes, has filed incorporation papers in Missouri with 500 shares par value \$100 each authorized.

- In order to obtain a more central location for servicing shoe factories and to expedite shipping and receiving, **John R. Evans & Company**, St. Louis tanner, has moved to 4603 McRee Avenue.

### New Hampshire

- **Marlo Shoe Corp.**, Newmarket, has been recently organized with Nathan Roffman as president and treasurer.

- **Barr & Bloomfield Shoe Co.**, Seabrook, manufacturer of women's novelty shoes, will be at peak production of 100 cases a day through May. With 250 employees at the present time, the company plans to add some 100 workers as soon as possible.

- Employees of **Manchester Die Co.**, **State Die Co.**, and **Swanson's Die Co.**, all of Manchester, have ratified new contracts which include spot wage increases ranging from two and a half cents to seven and a half cents an hour and seven paid holidays. The workers, who are affiliated with United Shoe Workers of America (CIO), started benefitting on Jan. 4 from the new pacts which will remain in effect for two years.

- **Weiss-Lawrence, Inc.**, Somersworth, has gone into a full Spring production schedule on their Genuine Handsewn and Handlaced Dress Moccasin of Distinction. The company is now working on new ideas and styles for the coming Fall and Winter selling which will feature the use of glove leather and promotion of new neutral colors.

### New York

- **A. S. Beck Shoe Corp.**, New York City, reports a sales increase of 0.3% in 1953 over 1952. Sales for 1953 amounted to \$45,451,453 as compared with \$45,332,481 in 1952.

- **Champagne Footwear, Inc.**, New York City, has been organized recently to deal in women's boots and shoes.

- Congressional action to halt a "glut of foreign-made shoes of inferior grade" has been proposed in the Assembly at Albany. Such imports were said to be causing widespread unemployment in shoe manufacturing areas, including the triple cities of Binghamton, Endicott, Johnson City.

- **Kitty Kelly Shoe** chain has leased a two-story building at 107 Mamaroneck Ave., White Plains, which will be open for business about March 1.

- **Zuckerman & Fox, Inc.**, women's shoe manufacturer, has doubled its production space by leasing both the 11th and 12th floors at 65 Bleeker St., New York City. By next month the company's output of Zuckerman & Fox and Julianelli shoes is expected to reach 550 pairs daily with some 120 workers employed.

- **Foot Health Committee, Inc.**, a non-profit organization devoted to education and research on the human foot, has been formed recently with national headquarters at 5 Centre Street, Hempstead. Research grants are being set up for foot clinics and podiatrist-chiropractors for the purpose of advancing the science of foot health. The Committee plans to present to the public impartial and competent standards for evaluating shoes and foot appliances.

- **Hussco Shoe Company**, 1328 Broadway, New York City, is planning a special mid-March promotion of their "apple red" shoes. To set the theme, the company will make available to retailers a giant mock apple for background display purposes, as well as display stands, window cards and window streamers. Free jelly apples on a stick will be given to youngsters who come into the stores during the first few days of the promotion.

- More than 17,000 workers of **Endicott-Johnson Corp.**, Binghamton, will share in a discretionary bonus of \$1,850,000. Employees who have been with the company continuously for

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more than a year will receive \$101.50, while those who have been on the payroll for at least six months and less than a year will get \$50.75.

### North Carolina

• **North Carolina Consolidated Hide Company, Inc.**, 801 N. John Street, Goldsboro, has rejoined the National Hide Association for 1954.

### Ohio

• **Shoe Corp. of America**, Columbus, reported a 5.7% increase in sales in 1953 over 1952. The company's sales in 1953 amounted to \$59,892,329 as compared with \$56,669,979 in 1952.

• **Plaza Shoe Corp.**, 1113 Second National Bldg., Akron, has incorporated recently under Ohio State laws.

• **Irving E. Russell**, 27 E. State Street, Columbus, retail footwear chain, recently opened a branch store at 619 Madison Ave., Toledo.

### Pennsylvania

• **Earl C. Cookman Company** has moved from Philadelphia to 6449 Market Street, Upper Darby.

• More than 100 employees of **Keystone State Shoe Co.**, Archbald, a subsidiary of Endicott-Johnson Corp., will share in the year-end bonus recently announced at the company's main offices in Johnson City. Workers who have been regularly employed for a year or more will receive \$101.50 and those who have been with the company for more than six months but less than a year will get \$50.75.

• Reactivation of the **Howard Tannery**, manufacturer of Korry Krome leather, Corry, is proceeding satisfactorily according to a report presented to the board of directors of the city's Industrial Committee.

• Production and maintenance employees of **Carmen Shoe Manufacturing Co.**, Hanover, will vote for or against United Shoe Workers of America, CIO, on a date to be announced soon by the NLRB regional director.

• **Faith Shoe Company, Inc.**, recently announced an expansion program which will enable the firm to bring to Wilkes-Barre a plant which it operates in Macungie—thus increasing overall employment to more than 450.

### Tennessee

• **Savannah plant of Brown Shoe Company** had a record production order for 8,000 pairs of shoes daily in December. Some 100 additional workers will be employed to meet this demand.

### Texas

• **Jacktex Shoe Manufacturing Co., Inc.**, Jacksboro Road, Jacksboro, has recently been organized for the manufacture of children's stitch-downs.

### Virginia

• **Craddock-Terry Shoe Corp.**, Lynchburg, reports an increase in net sales in 1953 over 1952. In 1953 the company's sales amounted to \$23,452,624 as compared with \$22,114,510 in 1952.

### Wisconsin

• **Midland Shoe Company of Texas** has registered with the Wisconsin Secretary of State to do business in Wisconsin. The application shows a capital stock of 70,108 shares of common at par value of \$1 per share, all paid in.

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• West German tanners are reported worried over the future despite continued high production and employment in the industry. German shoe manufacturers produced 16 percent more shoes in the first half 1953 than in the corresponding 1952 period.



**COMMANDER LESLIE C. STREET**, who has rejoined Graton & Knight Co., Worcester, Mass., manufacturer of industrial leather products, as supervisor of packing sales after two years as Officer in Charge of the U. S. Naval Advance Base Tactical Training Center in Davisville, R. I. Street first joined Graton & Knight in 1949 as supervisor of textile sales and served until called back into the service in 1951.

## Canadian Notes

• Sales of Canadian shoe store chains showed a much larger gain dollarwise during the first 10 months of 1953 than in same period of 1952 compared with independent stores' shoe sales. All retail shoe sales across the nation rose 2.9% in dollar volume in this period but shoe chains showed a gain of 4.8% against the independents' increase of only 1.9%.

Estimated retail shoe sales reached \$93,622,000 in this first 10-month period, including \$39,829,000 in Ontario, \$28,240,000 in Quebec, \$8,836,000 in British Columbia, \$6,673,000 in Atlantic Provinces, \$4,510,000 in Alberta, and \$2,970,000 in Manitoba.

Sales showed gains in all provinces, including 7.3% in Alberta, 4.3% British Columbia, 2.9% Atlantic Provinces, 2.8% Ontario, 1.7% Quebec, 1.4% Manitoba. Shoe store sales in Oct. advanced 3.9% over same month a year earlier and moved up 2.7% over the preceding month. All shoe sales in Oct. totalled \$10,112,000, including \$3,526,000 for shoe chains and \$6,587,000 for independent dealers.

• Exports of cattle to the United States and other foreign markets

jumped markedly in the first 11 months of 1953, rising to \$14,323,000 as against \$4,278,000 in the same period a year earlier.

• Consumption of all rubber for Canada's footwear industry, including heels, soles, etc., dropped to 1,369,447 lbs. in Nov., 1953, comprising 648,662 lbs. natural, 584,522 synthetic and 136,263 reclaim, as against 1,734,560 lbs. in Oct. 1953.

• Wholesale sales of footwear across Canada dropped 8.9% in dollar volume during Nov. 1953, compared with the same month a year earlier. Value of wholesalers' stocks advanced sharply 21.4% in this period as against a year ago.

• Canadian department stores' sales of women's, misses' and children's shoes increased only to \$4,764,000 during Nov. 1953, compared with \$4,724,000 a year earlier in this month for a gain of merely 0.8%. Value of such stocks across the nation rose sharply to \$14,759,000 as against \$12,518,000 for a gain of 17.9%.

However, department stores' sales of men's and boys' shoes in this period dropped to \$1,901,000 as against \$2,036,000 a year earlier, a decline of 6.6%, with the value of stocks in these stores rising to \$5,767,000 as against \$4,935,000, a gain of 16.9%.

• Sales of Canadian chain shoe stores throughout the nation increased only 0.1% in dollar volume during Nov. 1953, compared with same month a year earlier, amounting to \$3,572,000 as against \$3,570,000. Value of their stocks, however, increased 11.5% in this period, amounting to \$22,650,000 as against \$20,305,000 a year earlier.

• A building occupied by **Moore-Pearsall Leather Ltd.**, in Toronto was the scene of a three-alarm fire which caused extensive damage estimated at over \$300,000 to the four-story structure. The leather company was burned out and smouldering leather continued to burn for hours after the fire itself was put out.

• Canadian manufacturer and chain store operator, **Agnew-Surpass Shoe Stores Ltd.**, has declared a dividend of 10 cents on common stock, payable March 1 to shareholders of record Jan. 29.

• Workers of the **Dominion Rubber Company Ltd.**, Kitchener, Ont., and Local 80, United Rubber Workers of America, have reached an agreement involving about 1,250 workers. The new contract provides company pay cost of welfare benefits and other advantages, with no wage increase.



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### Situation Wanted

#### Leather Executive

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#### Superintendent

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IT WILL TAKE MORE IN '54!  
January 2 to 31

## Coming Events

Jan. 31-Feb. 3, 1954—40th Anniversary Mid-Atlantic Shoe Show, sponsored by Middle Atlantic Shoe Travelers, Manufacturers and Wholesalers. Benjamin Franklin, Philadelphia, Pa.

Feb. 14-16, 1954—Factory Management Conference. Sponsored by National Shoe Manufacturers Association. Netherlands Plaza Hotel, Cincinnati, O.

February 27-March 2, 1954—Allied Shoe Products and Style Exhibit for Fall and Winter 1954. Hotel Belmont Plaza, New York City.

March 1-2, 1954—Showing of American Leathers for Fall and Winter 1954. Sponsored by Tanners' Council of America. Waldorf-Astoria, New York City.

April 4-8, 1954—Advance Boston Fall Shoe Market Week. Sponsored by New England Shoe and Leather Association. Hotels Statler and Touraine and manufacturer showrooms in Boston.

April 25-28, 1954—St. Louis Shoe Show, sponsored by St. Louis Shoe Manufacturers Association. Leading St. Louis hotels.

May 2-6, 1954—Popular Price Shoe Show of America. Sponsored by National Association of Shoe Chain Stores and New England Shoe and Leather Association. Hotels New Yorker and McAlpin, New York City.

May 10-11, 1954—Annual Spring Meeting of National Hide Association. Sheraton-Cadillac Hotel, Detroit, Mich.

May 13-14, 1954—Annual Spring Meeting of Tanners' Council of America. Bedford Springs Hotel, Bedford, Pa.

June 7-10, 1954—Annual Convention, American Leather Chemists Association. Bedford Springs Hotel, Bedford, Pa.

Aug. 31-Sept. 1, 1954—Showing of American Leathers for Spring and Summer 1955. Sponsored by Tanners' Council of America. Waldorf-Astoria, New York City.

Oct. 24-27, 1954—National Shoe Fair. Sponsored by National Shoe Manufacturers and National Shoe Retailers Associations. Palmer House and other Chicago hotels.

Oct. 28-30, 1954—Annual Fall Meeting of Tanners' Council of America. Edgewater Beach Hotel, Chicago.

## Deaths

**Louis Ostrov . . . 66, shoe executive**, died at his home in Akron, Ohio, on January 13. He was president of the Louis Ostrov Shoe Company which has some 64 shoe stores and departments in Ohio and neighboring states. He was a Mason, a member of the Knights of Pythias, the B'nai B'rith, the Elks Lodge, the Rosemont Country Club. He was also a trustee of Beth-El congregation and a member of the board of trustees of the Akron Jewish Center. Surviving are his wife, Betty; a son, Albert; and five daughters.

**John J. Toole . . . 42, shoe executive**, died of a heart attack at his home in Mt. Washington, Ohio, on January 12. He was a vice president of Krippeford-Dittmann Company, Cincinnati. A native of Auburn, New York, Toole formerly worked for the Roth, Rauh & Heckel Shoe Company, Ripley, Ohio, and the American Girl Shoe Company, Boston, Mass. He leaves his wife, Frances; three sons, John J., Jr., Steven, and Christopher; and a daughter, Mary.

**Roy J. Rector . . . 64, shoe foreman**, died recently after a long illness in the Washington Hospital, Hermann, Missouri. He was foreman of the bottoming department of the Hermann factory of International Shoe Company. He is survived by his wife, Alvina; four sons, Earl, Harold, Wilbert, and Gilbert; and five daughters.

**Edwin J. Holmquist . . . last foreman**, died recently in West Bridgewater. For the past 53 years Holmquist was employed as a foreman at Woodard and Wright Last Company, East Bridgewater. He was a member of the Last Makers' Union, A. F. of L., and in his younger days was a well-known semi-pro baseball player. Surviving are his wife; a son, Robert L.; and a daughter, Mrs. Merton L. Alden.

**Joseph B. Lefebvre . . . 69, shoe chain operator**, died recently in Hotel Dieu Hospital, Montreal, following a lengthy illness. He leaves his wife and seven children.

(See other Deaths on Page 47)

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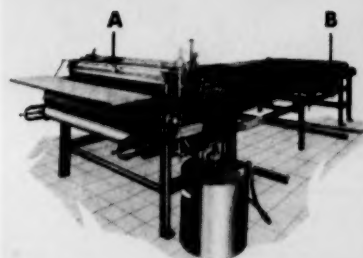


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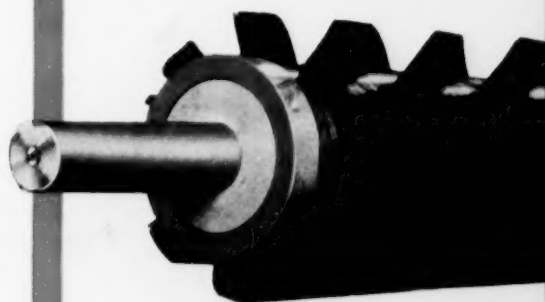
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